Fence Industry

TRADE NEWS

FEB.-MARCH 1959 • The Journal of All Fencing • 60¢ per Copy

"One trip does it" With the TRI-SET method

YOU WILL DEFINITELY MAKE MORE MONEY WITH THE MODERN METHOD OF FENCE ERECTION!

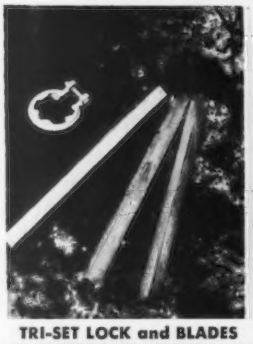
Check these profit making features

1. Daily erection footage doubled.
2. Jobs completed in one trip.
3. Labor costs can be cut in half.
4. All equipment one man operated.
5. Fences can be erected all year.
6. High or low fences corrected without disassembling, in minutes.
7. Less operating capital needed. No money tied up in labor and material.
8. No mixers or heavy trucks needed. A pick-up truck will do the job.
9. One-man installations turns small jobs into real big money makers.
10. Great "Do-It-Yourself" potential.
11. Cost of entire setting less than 98 cents per post (in most markets.)
12. Initial equipment cost is less than Three Hundred Dollars per crew.

DISTRIBUTION EXCLUSIVE
IN EACH AREA

FENCE ERECTION FIRMS
LICENSED and PROTECTED

HOLES ARE SIZED AND PLUMBED IN 15 SECONDS



TRI-SET LOCK and BLADES

INSTALLING THE BLADES

DRIVING BLADES

LOCKING THE TRI-SET

Photos Left: A completed fence installed with the TRI-SET Method, gates and all. In the time it takes to set posts alone, with present day erection methods.

TRI-SET
Has Tremendous Customer Appeal

Each post is set in a solid tripod of steel underground!

Tri-Set, Inc., • 380 Hilton Road • Detroit 20, Michigan

INSTALL ANY STEEL FENCE POST COMPLETE IN THREE MINUTES READY TO STRETCH WIRE WITH TRI-SET POST LOCKS

INCREASE YOUR PROFITS AT NO INCREASE TO YOUR CUSTOMERS WITH THE TRI-SET METHOD

Or Circle BUYERS SERVICE CARD No. 32

FIRST CLASS
PERMIT NO. 50776
CHICAGO, ILL.

BUSINESS REPLY CARD

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127 N. Dearborn Street,
Chicago 2, Illinois

: Circulation Dept.

Fence Industry
TRADE NEWS

THE ONLY FENCE PUBLICATION

PLEASE STATE YOUR LINE OF BUSINESS

Please Enter My Subscription to FENCE INDUSTRY Trade News for

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Canada, Cuba and Mexico; add 50¢ to annual price. Other countries add $1.00 for special hand

Company Name Ordered by

Street and Number City and Zone State

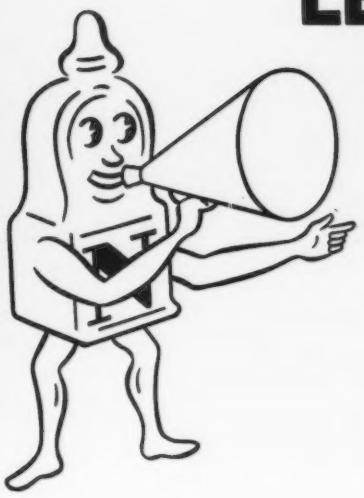
For the Fence Erector, Manufacturer and those serving this industry.

To help us serve you please ✓ ERECTOR ☐ MANUFACTURER ☐ DISTRIBUTOR ☐ CONTRACTOR ☐
EXPORTER ☐ IMPORTER ☐ SALES AGENT ☐ WHOLESALE ☐ RETAIL ☐

THIS IS A SPECIAL OFFER SENT ONLY TO A SELECT GROUP—SUBSCRIPTION INCLU

★ The International DIRECTORY of Fence Materials

TODAY?—THANK YOU!



LEAD THE PARADE
with NORTHLAND!
CHAIN LINK FENCE FITTINGS

SERVING THE FENCE INDUSTRY WITH QUALITY PRODUCTS AND EFFICIENT SERVICE SINCE 1925

NORTHLAND QUALITY is one of your best selling features . . . plus 34 years of fence fitting supply experience which places us in a position to aid you with any chain link fence problem . . . . .

A COMPLETE LINE of residential and industrial galvanized fence fittings STOCKED FOR IMMEDIATE SHIPMENT

- **All fittings made to equal or exceed government specifications**
- **Fittings designed to INCREASE your erecting PROFIT — eliminate costly delays, return trips and "Free Service" caused by inferior fittings.**

• Write For Your Free Catalog Today •

Since 1925

NORTHLAND Wire & Supply Company

741 Northland Avenue **Buffalo 11, N. Y.**

Telephone: HUmboldt 7244

Or Circle BUYERS SERVICE CARD No. 25

Vol. 2
No. 2

Fence Industry

TRADE NEWS

Feb.-March
1959

The Journal of all Fencing and Erecting

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NOTICE!

Two interesting departments, "Observations" and "Catalogs" will again appear in the April issue of FI as well as other new and interesting features. The April issue will be jam-packed with important material. Forms close March 1st

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GRIPES and REASONS!

EDITORIAL

Editors and publishers are usually "Hams" at heart and their modesty is usually a sham, because they like to be told when their publishing efforts are effective. They always know when an issue is lousey, without being told! Readers should nevertheless voice their opinions concerning items appearing in this, or any other publication for that matter, on which they may disagree or enlarge upon. No editor in his right mind resents constructive criticism for it helps keep him on the inside track. Further, if he can "dish it out", he is also expected to "take it".

Putting a magazine issue together can be compared to the planning and cooking of a good meal. First you require the proper ingredients, balanced portion for each course, a definite amount of seasoning, the timing has to be right, the table decor attractive and the service fast and efficient.

Now, there are times when the cupboard is quite bare of news and the editorial meal is quite skimpy. If it isn't available, the editor cooks up whatever he has at hand. This stuff doesn't come in cans, it has to be fresh grown. When this happens, and it will, just think back and remember that your editor is a damned good cook when he has the ingredients available.

The point is, that the people in the industry make the news and also have to furnish the details. If you "clam up" and don't keep us informed, you are "for sure" not going to know what is going on in the industry through these pages. You spend five bucks for a subscription and want your money's worth. We aim to give it to you and the best way we can do that is by having you tell us what you want to appear in our pages. We are waiting!

Speaking of the pony express, it takes five days or better for delivery of FI to our Chicago readers from a distance of our 90 miles away printing plant. It took 15 days for readers in Colorado to get it. When did you get yours? We completed our mailing January 2nd. Started it December 30th. If this is the best that man Summerfield can do with an increase in postage and a decrease in delivery service, he had better go back to selling cars for he is sure as shootin' not making himself any pals in the publishing business.

Free Enterprise, which in essence is part and parcel of "free speech", in which we the people take great pride and to which we attribute our present standards of living, is being whacked from pillar to post.

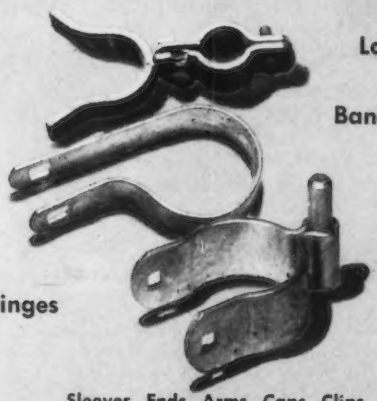
Punitive taxation is taking its toll. The little guy after meeting his personal expenses, either borrows to meet his tax bill, or has nothing left to ward off a business slump and definitely nothing left to plow back into his business. Great numbers fear to speak up because of tax chiseling and a possible visit from the tax collector. As a result thousands of good small business firms are dissolved. Initiative is being stifled and the big figures on the black side of the ledgers are mythical. But the free spending boys keep laying it on. We are due for higher taxes, locally, statewide and nationally. Who is to blame? We are of course! We have to be more selective in choosing our representatives in government.

The fence business has a lot of romance to it. We get a lot of interesting data concerning fences. One old timer in Texas writes about killing a big rattler with a piece of fence wire. Another writer tells us that in the eighties you could have been arrested quicker for carrying a pair of wire nippers than shooting a man, in Texas, that is. One town vanished because of the use of barbed wire. They denuded a vast area in New Mexico to get posts for fences. They used the top strand on 100 miles of fence for telephone lines. We'll be telling you about some of these interesting items, real soon.

Talking about letters, some of our correspondents want to know where the big producer chain-link fence firms are located, they can't find them in our book. We know that brothers! They're just biding their time. There's plenty of good company in our book and they can supply you with just about anything you are short of.

The Fittings make the Fence!

We make the best fittings
That make the best fences.



Latches

Bands

Hinges

Sleeves, Ends, Arms, Caps, Clips,
Elbows, Rods, Guides.

Send for our price list

Fittings Delivered Free on 200-lb. Orders.

SOUTHERN
FENCE FITTINGS

SOUTHERN METAL PRODUCTS

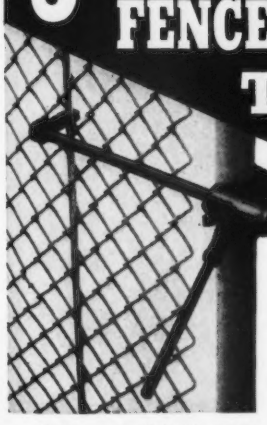
4444 N. Miro St.
New Orleans WH 9-4424

Or Circle BUYERS SERVICE CARD No. 31

America's Only

PulJak

3-WAY FENCE and GATE TOOL



- STRETCHES
- LIFTS
- ALIGNS

$22.50 LIST

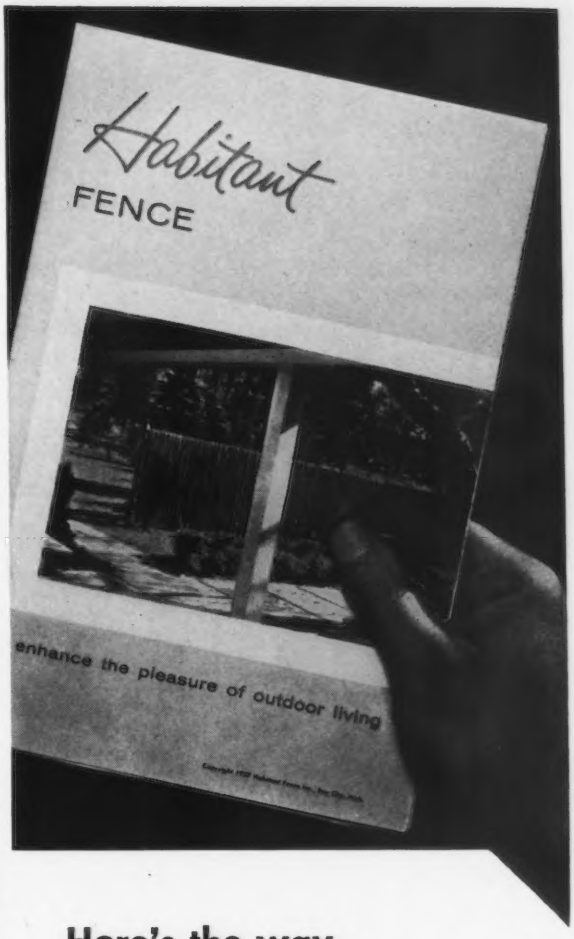
Jobber Inquiries Invited

Chain link, barbed and tension wire gates and fences are positioned in taut clamping alignment. Cap. 2000 lbs.; Wt. 9 lbs.; Lifts, Pulls to 24". Fully guaranteed.

Order your PULJAK today or write for new descriptive catalog sheet.

DOK — Dockendorff & Co., Inc.
606 Lindley Street • Bridgeport, Conn.

Or Circle BUYERS SERVICE CARD No. 16



Here's the way to be sure you have a highly profitable year!

Get *all* the facts, sir! This four-color brochure shows the complete line of Habitant Fence. It shows typical yard installations; exclusive construction features; and a host of reasons why Habitant is America's most respected and fastest selling wood fence.

We have your copy reserved for you.

HABITANT FENCE, INC., Bay City 23, Michigan

Or Circle BUYERS SERVICE CARD No. 20

HABITANT FENCE, INC., Bay City 23, Michigan

GENTLEMEN:

I'm interested in learning more about the fast selling Habitant line. I understand this brochure will show me how to have a more profitable fence year — and that I do not have to stock or inventory Habitant in order to be a dealer.

NAME_____

ADDRESS_____

CITY_____ STATE_____

WASHINGTON REPORT . . . by Larston D. Farrar, Washington, D. C.

SECRETARY of Commerce Lewis L. Strauss, in an optimistic statement here, has asserted that the momentum of the recent upturn is carrying the economy higher and higher and that "the course will continue upward."

Experts of the Business and Defense Services Administration, in their "annual survey of outlook for major industries," uderscored the surge forward expected of construction. They predicted that it will go over $52.3 billion in '59, a seven per cent increase over '58.

Private construction—largely housing—is expected to account for $35.2 billion of the total; public construction, including the highway program, is due to reach $17.1 billion.

The forecast is that 1.2 million new non-farm dwellings, public and private, will be built in 1959. Actually, with 1.2 million being built in '58—a surprise it was, too!—there are some experts who say that '59 non-farm dwelling construction may go even higher than the projected figure.

"Construction expansion will be reflected in increased expenditures for many building materials and in other allied lines," the BDSA experts asserted. The "other allied lines" include the fencing industry.

As to the lumber industry, here is the way the experts line it up:

"Based on the generally favorable economic outlook, the lumber industry expects production in 1959 to increase about 3.5 per cent over the estimated 32 billion board-feet produced in 1958. Gross sales are expected to rise 6.6 per cent and total lumber consumption about 3.8 per cent." Prices are expected to go up gradually.

As to steel, the experts expect ingot production in '59 to go to 105 to 110 million tons, compared to 85 million tons in '58 and the peak production figure of 117 million tons in '55. However, they point out that the projected figures are based on the assumption of no major strike, but the three-year steel labor contract expires July 1 "and this could inject a new element into the picture."

Steel prices are expected to remain more or less stable during the first half of the year.

IN both the House of Representatives and in the Senate, spokesmen for the dominant Democratic party are striving to impress upon the small businessman that they are looking out for his interest.

Representative Wright Patman (D.-Texas), chairman of the House Committee on Small Business, has announced he is drafting legislation to accelerate operations under the Small Business Investment Act, passed in '58. Mr. Patman said that although the act was designed to stimulate special investment companies to invest in small firms, not a single small business investment company has been authorized after six months. He blamed the Small business Administration for "resistance, red tape and delay."

His proposed legislation will provide for the program to be administered by an independent, bipartisan commission, rather than by the SBA. It also would provide for sale of securities on the national market to raise capital, rather than relying on Congressional appropriations.

Senator John J. Sparkman (D.-Ala.), chairman of the Senate Committee on Small Business, pointing out that there are several factors which "make it extremely difficult for many small businessmen to find the money to finance the growth of their companies," has introduced an amendment to the Internal Revenue Code that would permit a tax deduction on small business earnings plowed back into a business.

"This is not a complex piece of legislation," he told the Senate. "It simply provides for a deduction from taxable income of either $30,000, or 20 per cent, whichever is the lesser, of net income reinvested in the business."

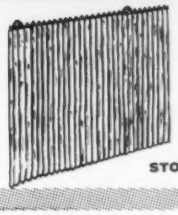
Senator Sparkman said that the trend toward small business failure is "fully in evidence . . . It would be folly to ignore it." He declared that his bill is one of a number of bills he will introduce "to help make it possible for millions of small businessmen to stay in business."

(More—on Page 6)

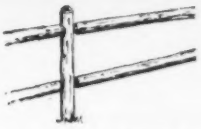
Authentic

EARLY AMERICAN RUSTIC FENCING

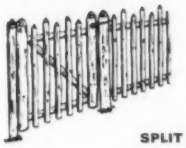
From Northern Michigan's White Cedar Forest
America's Most Durable Fence Wood



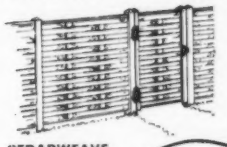
STOCKADE



ROUND RAIL



SPLIT PICKET



CEDARWEAVE

EARLY AMERICAN TRADE MARK

BRANDED FOR QUALITY

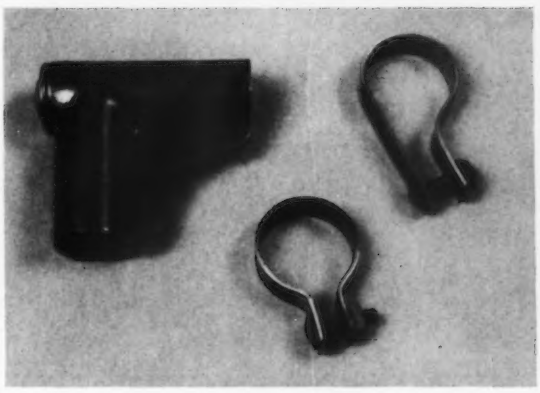
You can influence customer decision with Early American Rustic Fence.

Superior Quality—skillfully crafted from select materials. Prompt Service—most orders shipped same day received.

Write today for brochure and price list.

EARLY AMERICAN FENCE CO.
SUPERIOR QUALITY • PROMPT SERVICE
Escanaba 1, Michigan

Or Circle BUYERS SERVICE CARD No. 17



DIE CASTED FITTINGS

Made From Virgin Aluminum
Alloyed to Give the Best
Service Known for Fence Fittings

•

They are light enough to be competitive and strong enough for hard usage.

•

Prices and Sample on Request
WE SELL TO JOBBERS ONLY.

PERMANENT CASTING CO.

119 Hendricks St. — PO Box 191 — Hot Springs, Ark.

Or Circle BUYERS SERVICE CARD No. 28

J. R. QUAID, INC.

Quality Products

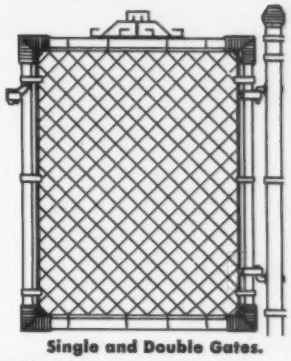
for the

FENCE ERECTOR

•

OUR NEW CATALOG IS NOW AVAILABLE FREE. WRITE FOR ONE.

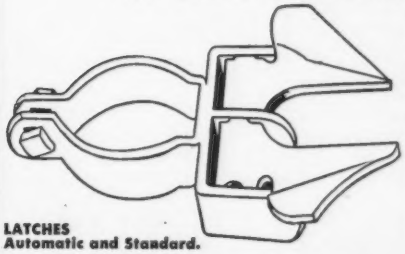
•



Single and Double Gates.

CHAIN-LINK WIRE RAIL—POST—FITTINGS

ALL TOP QUALITY
HOT DIPPED GALVANIZED



LATCHES
Automatic and Standard.

Barb Wire.
Fabric.
Gate Scrolls.
Gate Latches.
Nuts & Bolts.
Fence Tools.
Pliers.
Stretchers.
Gate Hinges.
Gate Frames.
Fence Signs.
Nameplates.
Ornaments.
Gate Clips.
Gate Tools.
Drop Rods.
Hinges, etc.

FABRIC

NEW LOW PRICES

No. 9 and No. 11 gauge, full size chain link fabric 2" mesh.

Fabric-Wire-Posts.

ALL FABRIC GALVANIZED AFTER WEAVING. 3'—3½' and 4' fabric knuckled on one edge and twisted and barbed on other. All other heights twisted and barbed on both edges.

11 GAUGE HEIGHT per 100'		9 GAGE HEIGHT per 100'		6 GAUGE HEIGHT per 100'	
3'	$15.71	3'	$24.44	3'	52.42
3½'	17.47	3½'	29.04	4'	68.03
4'	19.52	4'	33.13	5'	81.42
5'	24.44	5'	40.70	6'	99.26
6'	29.08	6'	48.88	7'	118.22
7'	38.61	7'	58.64	8'	138.30
		8'	66.16	9'	158.37
★		9'	83.48	10'	177.33
★		10'	95.23		
		11'	106.64	★	
		12'	115.82		

BARB WIRE—4 point, 1320' per roll $8.69
TENSION WIRE—12 gauge double twist 1320' per roll $8.69

WHitehall 9-2728

J. R. QUAID, INC.

3131 Franklin Ave. New Orleans, La.

Or Circle BUYERS SERVICE CARD No. 29

REPORT forms to all establishments which had paid employees during 1958 have been mailed by the U. S. Bureau of the Census, Department of Commerce, with the beginning of the four-year Census of Manufactures, Mineral Industries, and Business.

When these data are collected and collated by huge electronics machines at the Bureau of the Census, new benchmark data will be available on the important phases of production and consumption of raw materrials, their conversion into manufactured products, and the ultimate distribution of those products to consumers.

Here's how you can help yourself and the Census takers:

1 — Be sure to complete the forms in every detail and send them back within the 20-day time limit indicated (except for companies with more than one establishment). If there are errors in your reporting, these will be found by the electronic machines and you will be queried by the Census Bureau, so it is best to check over the material you include in your questionnaire to be sure it is as accurate as you can make it.

2 — Bear in mind that the Census is for your benefit, as a businessman. Someone in the fencing industry—a number of someones, in fact—will be using these figures to make their plans for years to come, and the sooner the figures can be collated and released, the more valuable they will be to all in the industry.

3 — If possible, fill out your Census form immediately and return it. The sooner all forms are returned, the more economically the Census Bureau can do its work, thus saving your tax money. Even more important, the results can become known more quickly and can be used by forward-looking businessmen.

IF you do much advertising, it would be best to check over your claims, particularly on prices, this year to be sure of being on the safe side.

The Federal Trade Commission, with the help of literally tens of thousands of alert consumers, is declaring war on fictitious advertising in all parts of the nation, with particular reference to advertising in all fields that offers "bargains" that are price trickery, in effect.

The first phase of FTC's campaign—alerting the public—has paid off handsomely, the agency's officials believe. They have received tens of thousands of letters from consumers who reported price "gimmicks" and special "deals" that were not real deals in radio, TV and newspaper advertisements. The second phase of the FTC campaign is cooperation with Better Business Bureaus, Chambers of Commerce and individual businesses which desire to clean up advertising in their own areas. The third phase is "cracking down" on repeated violators of the no-price-trickery campaign. FTC recently moved against 60 separate companies in all parts of the country as a part of its "crackdown."

It is important to bear in mind that your salesmen can misrepresent facts—even without your knowledge—and get your company into trouble with the FTC. It is part of your management responsibility to see that your salesmen know exactly what they can promise customers, or prospects, in your name. For your company is the one that gets the unfavorable publicity, in case of FTC action, while the salesman's name may never even be mentioned.

FRIENDLY reminder: The Internal Revenue Service is getting tougher and tougher on employers who do not put Social Security and withholding taxes into a special bank account and pay these strictly on the date they are required to be paid by law.

This year, effective January 1, you must collect 2.5 per cent of the earnings of your employees drawing up to $4,200, for Social Security taxes, and you must set aside that same percentage as your own contribution for them.

Self-employed persons covered by Social Security now are required to kick in 3-3/4 per cent of the first $4,800 (instead of the old 3-3/8 per cent on $4,200), but the increase will not be felt by the average self-employed person until next year, when he makes his final 1959 income tax return.

Increases in the Social Security taxes are scheduled in the present law for 1960 and 1963 and later years.

BUSINESS BRIEFS: Personal income was being collected at $360-billion a year clip by consumers as the old year went out, and it seems destined to set new records in '59 . . . Under the new Welfare and Pension Plans Disclosure Act, which became effective January 1, welfare-pension plan administrators are required to file two copies of each plan description with the Secretary of Labor by April 1 . . . There were 59.8 million individual income tax returns for 1957 filed in 1958, or an increase of 600 thousand over the number filed in the previous year, according to the Internal Revenue Service . . . A new "Tax Guide for Small Business," revised by Internal Revenus Service experts, is now available from the U. S. Superintendent of Documents, Government Printing Office, Washington 25, D. C. . . .

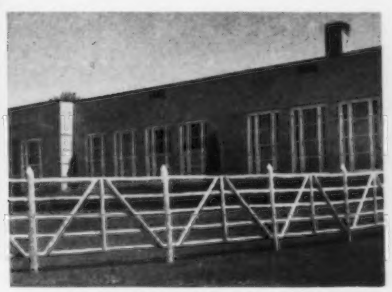
FARLEY FENCES

217 Davidson Building Bay City, Michigan

Farley Fences mean profits! Only Farley Fences offer the largest and most complete selection of styles at such customer-pleasing prices! Rustic and dimensional type fences in Michigan White Cedar and California Redwood — including Picket and Stockade styles, Hurdle, Post and Rail, Bark Stockade, Wire-Woven, Basketweave, and many other types.

There are a limited number of dealerships available to those who qualify. Write immediately for details.

Or Circle BUYERS SERVICE CARD No. 19



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Special Provisions For

CONSTRUCTION OF RIGHT-OF-WAY FENCE

Many persons in the business of fence erecting and sales are often not acquainted with the requirements of the highway engineers on construction or materials. This issue contains the verbatim specifications recently released by the Iowa State Highway Commission.

2519.01 DESCRIPTION

This work shall consist of furnishing all material, setting posts and stretching and erecting the fence in accordance with the plans and the following provisions.

2519.02 MATERIALS

The materials used shall comply with Section 4151, Fence Material, for the respective type of fence stipulated in the contract.

2519.03 CONSTRUCTION OF FARM FIELD ROW FENCE

Farm Field ROW fence shall be of the type and dimensions shown on the plans. Unless otherwise designated Farm Field ROW fence will consist of 39 inch wire fabric with 3 strands of barbed wire constructed in accordance with the following provisions.

A. Setting End, Corner & Brace Posts

At each end and corner in ROW fence, posts shall be set with 2 adjacent brace posts. All end, corner and brace posts in Farm Field ROW Fence shall be round wood posts 8″ top diameter. All posts shall be set vertical in holes not smaller than 12 inch diameter bored to the depth shown on the plans. End and corner posts shall be set at the designated locations. Brace posts shall be so located that the horizontal brace will make contact with both posts while posts are in a vertical position. The annular space around end, corner and brace posts shall be back filled with well graded granular material complying with Section 4110, Rolled Stone or Soil Aggregate Base Material. At the time the back fill is placed it shall contain sufficient moisture to be readily and thoroughly compacted by tamping. The brace shall be held firmly in place by one 3/8 x 3″ lag screw firmly seated against the upset end of the brace. The hole for the lag screw, not larger than the diameter of screw at base of thread, shall be bored to the proper depth in the post. Angle and U shaped braces shall be so placed that they will not hold water on top of the brace. When the brace is in position the brace wire shall be applied from the brace post just below the horizontal brace downward to the end post approximately 3 inches from the ground. The brace wire shall consist of 2 strands of No. 9 brace wire making one complete turn around each post before returning to the other post. Each end of each strand shall be tightly wrapped around the 2 wires of the brace and secured with not less than 6 wraps. When the ends are secured the desired tension shall be applied by twisting the 2 wires together. At each post in addition to the wrapping, brace wires shall be secured by not less than 3 staples.

B. Setting Angle & Pull Posts

At each point where the alignment of the fence changes laterally 10° or more or vertically 30° or more a post shall be set with one brace post on each side. At intervals not greater than 960 feet in straight lines of fence 2 pull posts shall be set with one horizontal brace and diagonal tension wire braces in both directions between posts. Setting of posts shall comply with provisions in paragraph A above.

C. Setting Line Posts

In each run of fence between brace posts and pull posts, line posts shall be set at the interval designated on the plans. Every third line post shall be a round wood post not smaller than 4″ top diameter. The two intermediate posts shall be steel posts. The steel line posts may be set by driving. Wood line posts shall be set by boring holes not smaller than 9″ diameter and backfilling with the soil removed from the hole and thoroughly tamped. Care shall be used not to damage posts in driving. In any run of fence 1000 feet or less all steel line posts shall be of the same type.

D. Stretching Fence Fabric

At all end and corner posts each line wire of the fabric shall be passed around the post and secured by not less than 4 wraps tight around itself. Tension in the fabric shall be applied by mechanical means and shall be held until the end of each line wire has been tightened around the post and securely wrapped on itself. Fence shall be placed on roadway side of posts except on curves it shall be on outside of posts. At each wood post each line wire shall be securely attached to the posts by staples. At each steel post each line wire shall be secured to the post by wire ties which will be wrapped around the wire on each side of the post holding the wire tightly to the post and preventing slipping up or down the post.

E. Stretching Barbed Wire

Each strand of barbed wire shall be secured at end and corner posts by being wrapped around the post and not less than 4 wraps tight around itself. Tension shall be applied to each individual strand of barbed wire and the end of the strand securely stretched and attached to the post before the tension is released. At each wood post each strand shall be attached by a staple driven to hold the wire tightly against the wood. At each steel post each strand of barbed wire shall be firmly held by wire ties which will be wrapped around the strand on each side of the post and prevent slipping either up or down the post.

F. Splices

Splices in fence fabric may be made at end, corner, or pull posts by attaching the end of the fabric to the post as provided in paragraph D or the end of each line wire may be looped around a steel bar not smaller than ½″ diameter and of length 2 inches greater than the width of the fabric. After passing around the bar each line wire shall be tightly wrapped on itself with not less than 4 complete turns. Splices in strands of barbed wire may be made at any corner or pull posts by attaching the strand to the post as provided in Paragraph E or with Telephone type splice with each end making not less than 4 complete turns around the other strand.

CONTINUED—On page 9

ROW FENCE—Cont'd. from Page 8

G. Gates

When gates are to be provided in farm field ROW fence the gate post on each side shall be provided the same as end and corner posts with 2 brace posts in each line. Gates shall be so mounted that they swing fully and do not sag or drag on the ground. They shall be provided with double latch which will hold the free end of the gate at 2 points not less than 2 feet apart. They shall also be provided with a welded chain long enough to completely encircle the post and the end frame of the gate. Metal of the chain shall be not less than 5/16 inch with links large enough to admit a padlock. Gates shall also be provided with an adequate stop with a latch to prevent the gate opening to a point which would damage the gate.

2519.04 CONSTRUCTION OF CHAIN LINK FENCE

Chain link fence shall be of the type and dimensions shown on the plans. Unless otherwise stipulated chain link fence shall be 72 inches in height with round steel posts with pipe rails at the top and stretcher wire at the bottom.

A. Setting End, Corner and Brace Posts for Chain Link Fence

The engineer will designate the location of each end, angle, corner and gate post. At each end, angle and corner in chain link fence, posts shall be set with the required braces. Unless otherwise specified all end, angle, corner and pull posts in chain link fence shall be round 3.0″ outside diameter, gavanized steel. All posts shall be set vertically in holes not less than 9″ diameter to the depth shown on the plans. The annular space around each post shall be filled with plastic portland cement concrete complying with Section 2403, Mix A3. Care shall be used to prevent dirt or other foreign material from being mixed with the concrete as it is placed. Forms will not be required if in the opinion of the engineer the earth around the hole is dry and firm enough to permit satisfactory placement. The concrete shall completely fill the annular space around the post and be neatly finished to slope up to the post approximately 1½ inch above the ground surface. The concrete shall be protected from drying by covering with burlap kept wet for 24 hours. Posts shall be set not less than 24 hours before fence is stretched. Braces shall be installed horizontally at the ele-

CONTINUED—On Page 10

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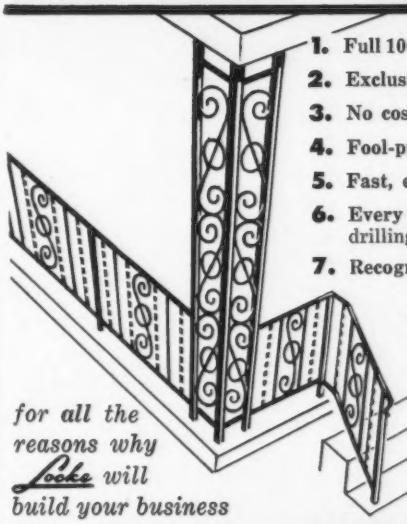

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vation shown on the plans and attached to both end and brace post by suitable fittings. When the brace is in place the diagonal tension rod shall be attached to the brace post just below the horizontal brace and to the end post approximately 3 inches from the ground level. The proper tension shall be produced in the rod by a turnbuckle which shall be held by a lock nut.

B. Stretching Chain Link Fence

Each end of each run of chain link fabric shall be secured by a stretcher bar not smaller than 3/8 inch inserted in the final link of the fabric. The length of the stretcher bar shall be the same as the width of fabric. This rod shall be secured to the end post by not less than 6 bands or clips. The chain link fabric shall also be attached to the top rail, tension wire and all intermediate posts at intervals not more than one foot by wire ties or clips. The fabric shall be attached to the roadway side of the posts except on curves where it shall be on the outside of the curve. The ground surface along the line of the fence shall be uniformly smoothed for a width of 2 feet so that the fabric will conform to the ground surface.

2519.05 PRIVATE FENCE TERMINAL

Where designated on the plans, when private fences intersect ROW fence, private fence terminals shall be constructed. This private fence terminal shall consist of one end post and one brace post with horizontal brace and diagonal wire brace set as provided for end posts in Paragraph 2519.03A. The fabric and wire of the private fence shall be stretched and attached to the terminal post as provided in Stretching Fence, Paragraph 2519.03 D & E. The end post of private fence terminal shall be set on the ROW line within 6 inches of but not part of the ROW fence.

2519.06 ELECTRICAL GROUNDS

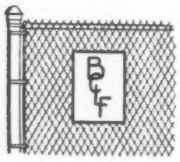
Chain link fence or Farm Field ROW fence mounted entirely on wood posts, which is crossed by a high voltage power line shall be grounded at the point of crossing by one copper weld ground rod 5/8 in. diameter 6 feet long driven to ground level. A No. 6 AWG bare copper wire shall be brazed to the ground rod and extended to the top of the fence. Each strand of barbed wire and top bottom and one intermediate line wire of the fabric shall also be brazed to the ground wire. When steel posts are used with wood posts within fifty feet of the crossing the ground will not be required. ROW fence on wood posts and chain link fence in lines parallel to and within 50 feet of a high voltage power line shall be grounded.

2519.07 METHOD OF MEASUREMENT

The number of vehicular gates and private fence terminals installed shall be determined by count of the various units. The number of 100 foot stations of ROW fence or chain link fence constructed will be determined by measuring along the fence at the bottom of the fabric.

2519.08 BASIS OF PAYMENT

For the number of vehicular gates and private fence terminals the contractor will be paid the contract price each. For the number of 100 foot stations of fence of the type specified the contractor will be paid the contract price per station. These unit prices shall be full compensation for furnishing all material and for construction of fence as provided herein. Electrical grounds will not be paid for separately but shall be considered as incidental to the construction of the type of fence specified.



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• PART TWO •

SPECIAL PROVISIONS FOR FENCE MATERIALS

SEE ALSO CONSTRUCTION PART ONE ON PAGE 9

4151.01 DESCRIPTION

Materials covered by this section include woven wire farm field fabric, chain link fabric, barbed wire, steel fence posts, wood fence posts, tie and brace wire, gates and special fittings. All material shall be of the size and type designated on the plans and shall be new material complying with the following provisions.

4151.02 FARM FIELD FENCING

The fabric used in right of way fence shall comply with A.S.T.M. A-116 Class 1 coating. The base metal of all wires shall be copper bearing. Unless otherwise specified the design of fabric used shall be A.S.T.M. Design No. 939-6-11. Height 39 inches, top and bottom line wires No. 9, Intermediate line wires No. 11, stay wires No. 11 at 6 inch spacing. Stay wires shall be attached to each line wire with not less than one and one-half wraps.

4151.03 CHAIN LINK FABRIC

Where chain link fence is specified on the plans the fabric may be either zinc coated chain link fabric complying with A.S.T.M. A-392 or aluminum coated chain link fence complying with Paragraph "A" below. Unless otherwise designated the fabric shall be 72 inches high, No. 9 wires, Class I coating galvanized after weaving with both top and bottom selvage barbed.

A. Aluminum Coated Chain Link Fabric

Aluminum coated chain link fabric shall comply with A.S.T.M. A-392 except that the fabric shall be coated with aluminum applied by the hot dip process. The weight of aluminum coating per square foot shall be not less than 0.45 oz.

4151.04 BARBED WIRE

Barbed wire shall comply with A.S.T.M. A-121 No. 12½ wire, with 4 barbs at 5 inch centers, Class 1 coating, with copper bearing base metal.

4151.05 BRACE WIRE, TIE WIRE AND TENSION WIRE

The wire used for wire braces, wire ties and for the tension wire at top or bottom of chain link fence shall be galvanized wire complying with A.S.T.M. A-116, copper bearing base metal, Class 1 coating. Unless otherwise designated the size of wire for the respective use shall not be smaller than the following.

Tension wire	No. 7
Brace wire	No. 9
Tie wires for Steel Posts	No. 9
Other ties	No. 12

4151.06 STAPLES

Staples used to attach fence to wood posts, shall comply with Federal Specification FF-N-105(2). Unless otherwise designated staples shall be No. 9, 1½ inches galvanized. The zinc coating shall be not less than 0.2 ounce per square foot.

4151.07 WOOD POSTS

Wood fence posts shall be round southern pine with full pressure preservative treatment complying with Section 4143 of the size and length designated on the plans. Unless otherwise specified posts shall be round stock of the following sizes and lengths for the respective uses:

Line posts 4 inch top 7 feet long
Pull, angle and brace posts
8 inch top 8 feet long
End, corner and gate posts
8 inch top 8 feet long

4151.08 BRACES FOR FARM FIELD ROW FENCE

The braces used for Farm Field ROW fence shall be steel tubing angle or U shaped cross section which will weigh not less than 2 pounds per foot. Angles shall be not less than 2 x 1-1/2 x 3/16. U shaped braces shall be 2-1/2″ wide by 1-1/4″ overall depth. Pipe or tubing shall be 2-1/2″ outside diameter with wall thickness not less than .095″. All braces shall be of the length shown on the plans and shall have ends flattened and bent 90° to fit squarely against the posts with brace horizontal. The flattened portion shall have one 7/16 hole for lag screw in the center of the flattened portions. Braces shall be painted one coat of approved paint which shall be thoroughly dry before braces are packaged for shipment.

4151.09 STEEL LINE POSTS FOR ROW FENCE

Steel posts of T, U, Y, channel or other approved section may be used as line posts with wood posts in right of way fence as shown on the plans. They shall not be used for corner, brace, pull, end of gate posts. Only one type of steel post may be used in any installation 1000 feet or less in length. The posts shall be equipped with lugs, lips, holes or other approved device whereby the fencing can be prevented from moving vertically. Posts exclusive of anchor plate shall weigh not less than 1.3 lb. per foot. Each post shall be provided with a tapered anchor plate firmly attached, weighing not less than 0.67 pound. After the anchor plate is attached the finished post shall be given a coat of approved paint on all surfaces. This paint shall be thoroughly dried before posts are bundled for shipment. The length of post shall permit driving not less than 2.5 feet into the ground and still provide the length necessary for the height of fence.

4151.10 STEEL POSTS, BRACES AND RAILS FOR CHAIN LINK FENCE

Steel posts, braces and rails used with chain link fence shall be standard weight welded steel or wrought iron pipe of the sizes and lengths designated on the plans, galvanized both inside and out, complying with A.S.T.M. A-120 or A-72. Unless otherwise specified posts shall be of the following sizes for the respective uses.

Line Posts
2½ inches outside diameter
Min. wt. per ft. 3.65 lb.
End, angle, corner or pull posts
3 inches outside diameter
Min. wt. per ft. 5.79 lb.
Vehicular Gate Posts
4 inches outside diameter
Min. wt. per ft. 9.11 lb.

Pipe braces shall be of the same diameter as line posts. Where top or bottom rails are specified they shall be not smaller than 1.66 inch outside diameter. Unless otherwise specified posts shall be provided with a galvanized cap of malleable steel or cast iron making a driving fit over the upper ½ inch of the post.

4151.11 SPECIAL FITTINGS FOR CHAIN LINK FENCE.

Braces shall be attached to posts by fittings which will rigidly hold both post and brace. Diagonal tension rods shall be 3/8″ round steel rods with clevis and turnbuckles for tightening. Bands or wire ties shall

CONTINUED on Page 13

SPECIAL PROVISIONS—from Page 12

be provided for attaching fabric to line posts at 12 inch spacing and for attaching of fabric to rails or tension wires. Bands shall be not less than 1/8 x 3/4". Wire ties shall comply with Paragraph 4151.05 above. Stretcher bars not less than 3/8" diameter with suitable clamps, shall be used for attaching fabric to corner, end, or gate posts. All special fittings shall have a galvanized coating applied by the hot dip process not less than 0.8 oz. per square ft.

4151.12 GATES

All gates shall provide the width of opening shown on the plans. Gate frames shall be constructed of standard weight pipe not less than 1.66" outside diameter. The corners of the gate frames shall be fastened with malleable fittings or the frames shall be smoothly and neatly welded. Gates shall be cross trussed with 3/8" galvanized rods.

Each gate shall be furnished complete with necessary hinges, latch, drop bar locking device designed for the type of gate posts and gate being used. All gate frames and fittings shall be coated with spelter at not less than 0.8 oz. per square foot. Hinges shall be malleable iron pivot type, heavy and strong with large bearing surfaces for clamping to steel posts or equal. Hinges shall not twist or turn under action of the gate and shall be so arranged that a closed gate can not be lifted off its hinges to obtain entry. Gates shall be capable of being easily operated by one person. In chain link fence the area of the gate frame shall be covered with chain link fabric complying with Article 4151.03 which shall be properly stretched and attached to the gate frame. In Farm Field ROW fence the area of the gate frame shall be covered with fabric and barbed wire the same as that used in the fence. Latches for single gates shall firmly hold the free end of the gate at 2 points at least 2 feet apart. Vehicular gates shall be provided with one vertical stay in the center of the gate frame consisting of 2 angles 1 x 1 x 1/8 which shall be firmly bolted to the frame and will hold each strand or line wire of the fabric. Where the width of opening specified is 16 feet or less a single gate frame shall be provided. Where the width of opening specified is more than 16 feet, two gate frames shall be provided designed to operate as a double gate. Other designs of gate will be considered for approval as alternates to the above described design.

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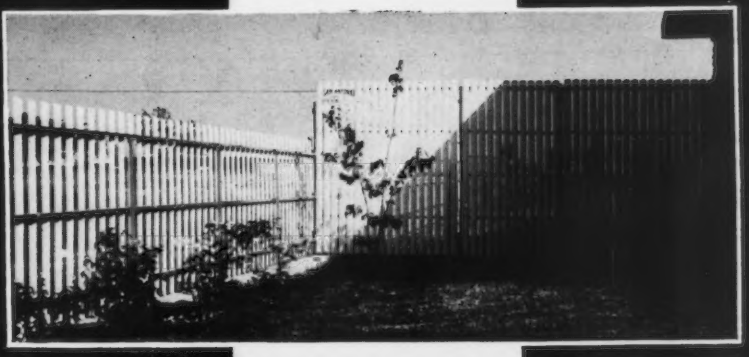

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1—Post hole is drill sized and plumbed in 15 to 20 seconds with a Hayne's gas powered post hole digger. Digger has a bull's eye circular level at the top and a counter bore and depth stop to predetermine depth of hole to be bored.

An event of unusual importance to the fence industry is the recent introduction of a new patented method of fence erection aptly called the TRI-SET METHOD. This new method could well be a major improvement in fence erection techniques as it reduces labor and overhead costs in an area heretofore untouched.

The people behind this new method and the corporations involved are Fred C. Muntwyler, aggressive young Vice-President of Wire Sales Co. of Chicago, Ill. Wire Sales Co., a twenty-five year old concern in the wire drawing business, have set up a new corporation, National Fence Products, Inc., which will market the Tri-Set angle iron blades and Tri-Set equipment on a national basis until such a time as local distributors are appointed. The inventor of the Tri-Set Method is John J. Clatfelter, President of Tri-Set Inc. of Detroit, Mich., who will market the patented Tri-Set post lock through exclusive local distributors.

In an interview with Mr. Clatfelter, we could not help but be impressed with the simplicity of the Tri-Set method. It appears to have definite labor saving and cost reducing advantages. Therefore, Fence Industry Trade News brings you this story as a matter of information, continuing our policy of reporting new and interesting developments in the fence industry.

When you realize that there has not been a major change in fence erection methods in many years, the new Tri-Set method commands attention. Certainly it has potentials that may well open up additional markets for fence material suppliers.

To better understand how revolutionary in concept the new method is, you have to compare it to the concrete post method as now used. Better than 95% of all steel posts used in residential chain link and wood fence installations are set in concrete because, until now, it has been the best and cheapest way known. There are several disadvantages to setting posts in concrete, but the main problem from the erector's standpoint, has been the time required for the concrete to set around the post, thus requiring two trips

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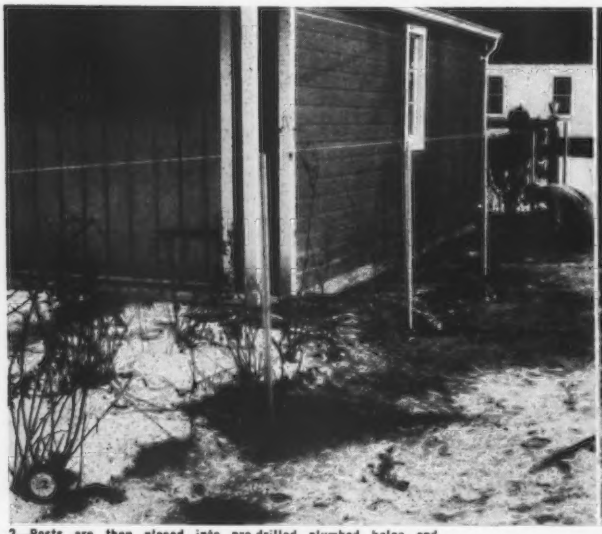
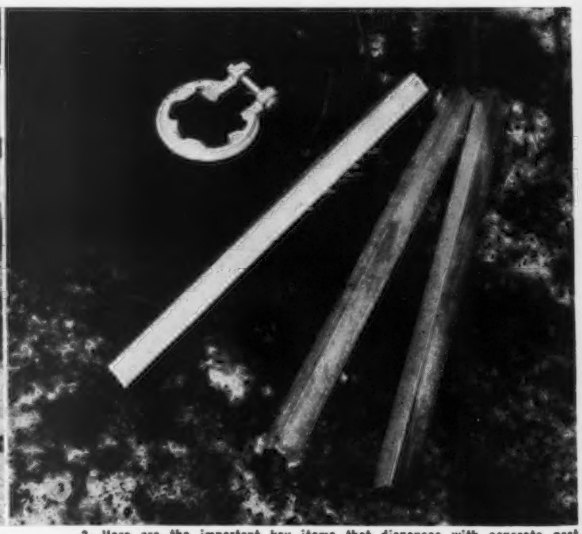


2—Posts are then placed into pre-drilled plumbed holes and are then plumb aligned. Note frozen ground and snow here.



3—Here are the important key items that dispenses with concrete post setting. The Tri-Set lock and angle iron blades used on this job.

4—Tri-Set lock has been placed over the post and sets into the counter bored depth below ground level, with first blade partially inserted at the rear.

5—Second blade being driven between the post and lock and it is to be noted that the first blade is driven in only part way.

to the job before the fence is completed. Other problems are the heavy equipment needed to haul sand, gravel, cement mixers, the make-ready time and the clean up time required after the post setting is completed. In heavy winter frost areas, concrete posts can only be installed with hard, time consuming labor, if at all. From a financial standpoint it is not unusual, in peak activity periods, for a fence erecting firm to have several thousand dollars tied up in material and labor simply because of the two trips required to a concrete set installation.

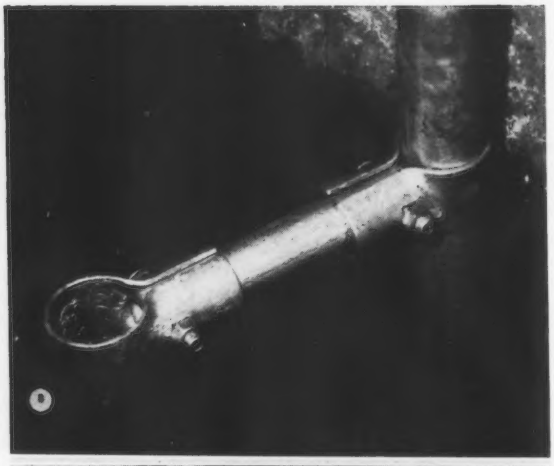
By comparison, the speed and simplicity of erection of the Tri-Set method offers profit advantages in labor saving that may be welcomed by the average fence erecting firm. Mr. Clatfelter says simply—anyone can set a steel fence post ready to stretch wire complete in three minutes—that is quite a statement. Here is how he explains it:

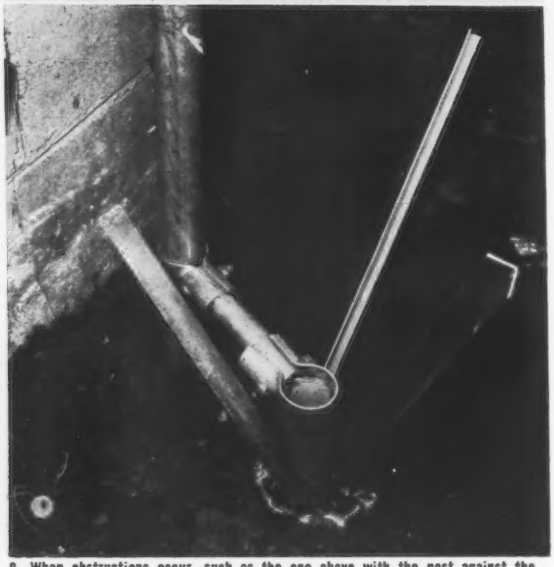
Installation procedure on the average chain link fence using the Tri-Set method and the Tri-Set Post Lock is simple and can be learned in a few minutes. The operator, using a low speed electric drill or a one-man power head attached to an earth auger, drills a hole the same size as the post to be installed while, at the same time, counter boring at the ground level a hole four inches deep and seven inches in diameter. This hole is drilled perfectly plumb and perpendicular to the ground by means of a bull's-eye circular level that enables the operator to plumb the hole before and during the drilling operation.

CONTINUED—on Page 16

6—The third blade is now being driven with the sledge and each blade is then driven alternately part way until all are beneath ground level.

7—Blades and post are now locked into a solid unit by a few turns of the lock nut on the Tri-Set ring. Post is now firmly set in a tripod of steel underground.





8—When obstructions occur, such as the one above with the post against the concrete wall, a simple adapter is made from scrap pipe and standard fittings.

9—Adapter is now in place and held to two lengths of post with Tri-Set post lock and blades in position. This method is recommended whenever a single end gate post is next to an obstruction and is said to give necessary support for heavy or large gates.

FENCE ERECTING SIMPLIFIED—Cont'd. from Page 15

Attached to the earth auger, but adjustable up and down, is a combination depth stop and counterbore. The purpose of the counterbore is to pre-set the depth of the hole and make the depression in the earth for the Tri-Set Post Lock. After the post hole is drilled, the post is dropped or tapped into the ground and the Tri-Set Post Lock is slipped over the post falling into the ground four inches below the surface.

The patented Tri-Set Post Lock is designed with slots to accommodate three angle iron blades of the varied lengths. The operator drives these blades through the Tri-Set ring firmly into the ground and locks them securely to the post by tightening one locking nut, causing the fence post, angle iron blades and the lock to become one integral unit and forming a solid tripod of steel under the ground.

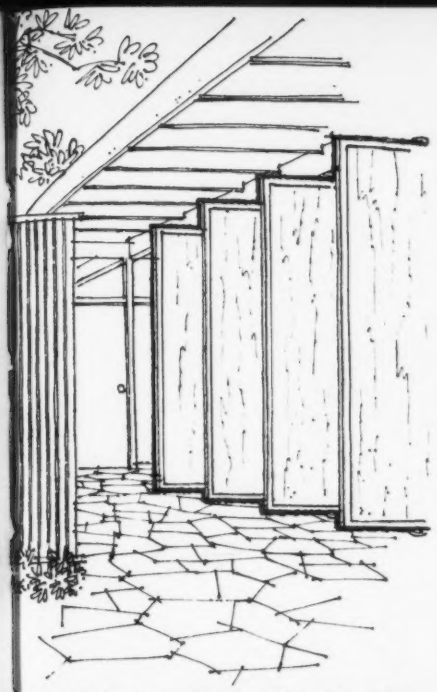
According to Mr. Clatfelter, advantages of the TRI-SET are as follows:

1. Daily erection footages can be doubled. — 2. Jobs are completed in one trip. — 3. Labor costs can be cut in half. — 4. Fences can be erected all year round. 5. All equipment is one-man operated. — 6. Fences are erected in one continuous operation. — 7. Customer complaints of high or low fences corrected in minutes without disassembling fences. — 8. Less operating capital needed because erectors are paid sooner for completed fence — no money tied up in labor and material. — 9. No cement mixers or heavy trucks needed. A pick-up truck will easily do the job. — 10. Cost of the Tri-Set post setting, including blades is less than 95 cents per post in most marketing areas. — 11. Initial equipment cost for Tri-Set method less than $300 per crew.

The photos and captions for this article are explained by Mr. Clatfelter as follows: To obtain the photographs for this article Tri-Set's sales manager selected a marginal profit job in an older neighborhood. The job was 74 feet of chain link including a ten foot gate, a total of 84 feet, and replaced an old type wood post fence. Material only was purchased from Ardmore Fence Co. of Madison Heights, Mich. Two veteran erectors from Detroit, Michigan, Mr. Ray Hobbs and Mr. Alonzo Fielder, were hired and told only that no concrete would be used and to bring their normal fence tools.

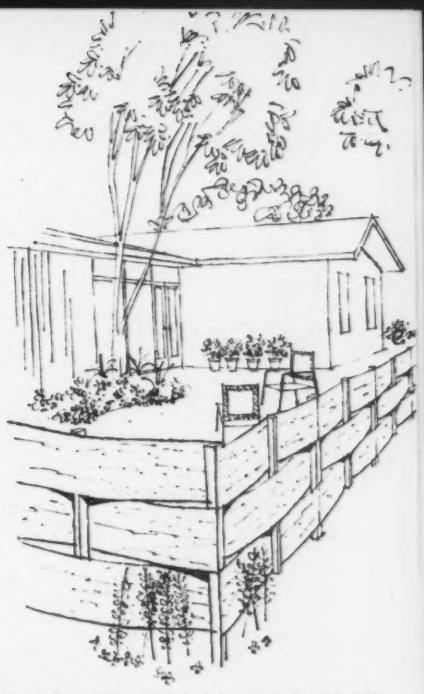
Continued on Page 25

10—These two photos are part of the installation we have outlined in this article. This was set in 2′ of frozen ground and the gate was a 10′ double drive supplied by the King Fence Company of Detroit, Michigan. The erecting took less than three hours according to the report.



ywood panels placed as vertical venetian blinds make excellent g, as well as good controls for wind inside or out of doors.

Unique design for fencing may be obtained by simply placing alternate panels of fir plywood at angles with the other with the result an X-shaped design.



Wide section basket weave fence, ¼" thick in 18" width, an available size in plywood.

FIR PLYWOOD FENCES • *Facts, Methods, Designs and Utility*

Some interesting installations as recommended by the Douglas Fir Plywood Association.

The use of plywood for fences dates back to 1935, when the first completely waterproof fir plywood panels were produced. Today, more than 25 per cent of all fir plywood made is exterior type (waterproof) and each year more plywood is used for windbreaks, patio enclosures and screens, and fencing of all kinds.

The use of large (4x8-foot) plywood panels makes it possible to fence large areas in a short time. Plywood panels also permit flexibility of design. Today's fir plywood fences range in style from a vertical-grooved enclosure made from "Texture One-Eleven" grooved panels to a decorative "Moke" fence made by cutting slits and inserting dowels into plywood fence sections.

There are two types of fir plywood, and it's important to use the right type in fence construction. *Interior type* is made with a moisture-resistant but non-waterproof adhesive, and should *never* be used in any kind of outdoor application. However, *exterior-type* plywood is made with a synthetic phenolic resin adhesive which will even withstand boiling water. Fences built from exterior-type plywood 20 years ago are still in good shape today. To identify the exterior-type, look for the industry grade-trademark EXT-DFPA on the panel's edge.

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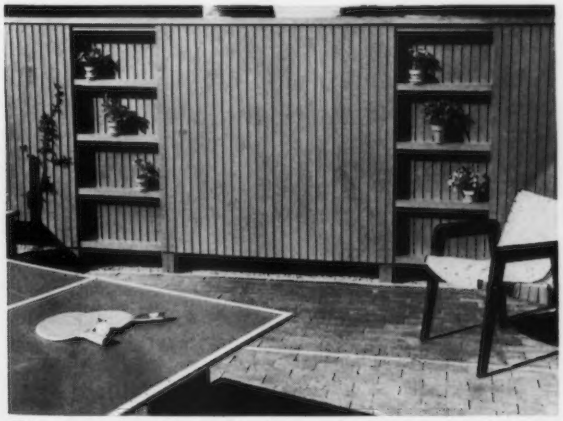
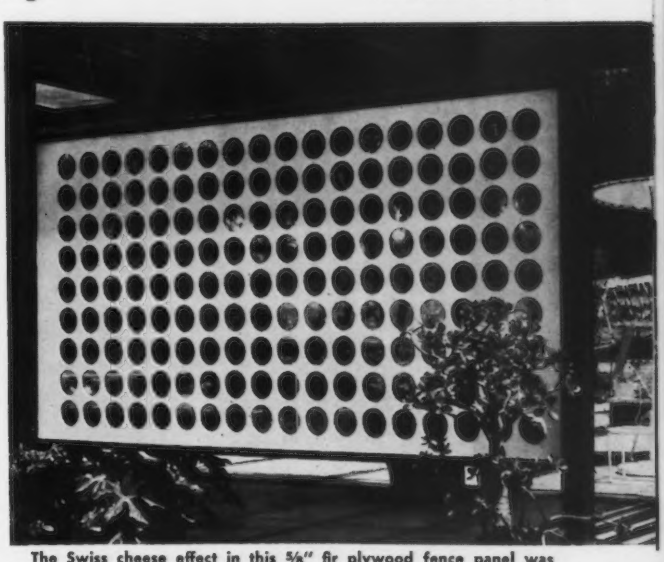
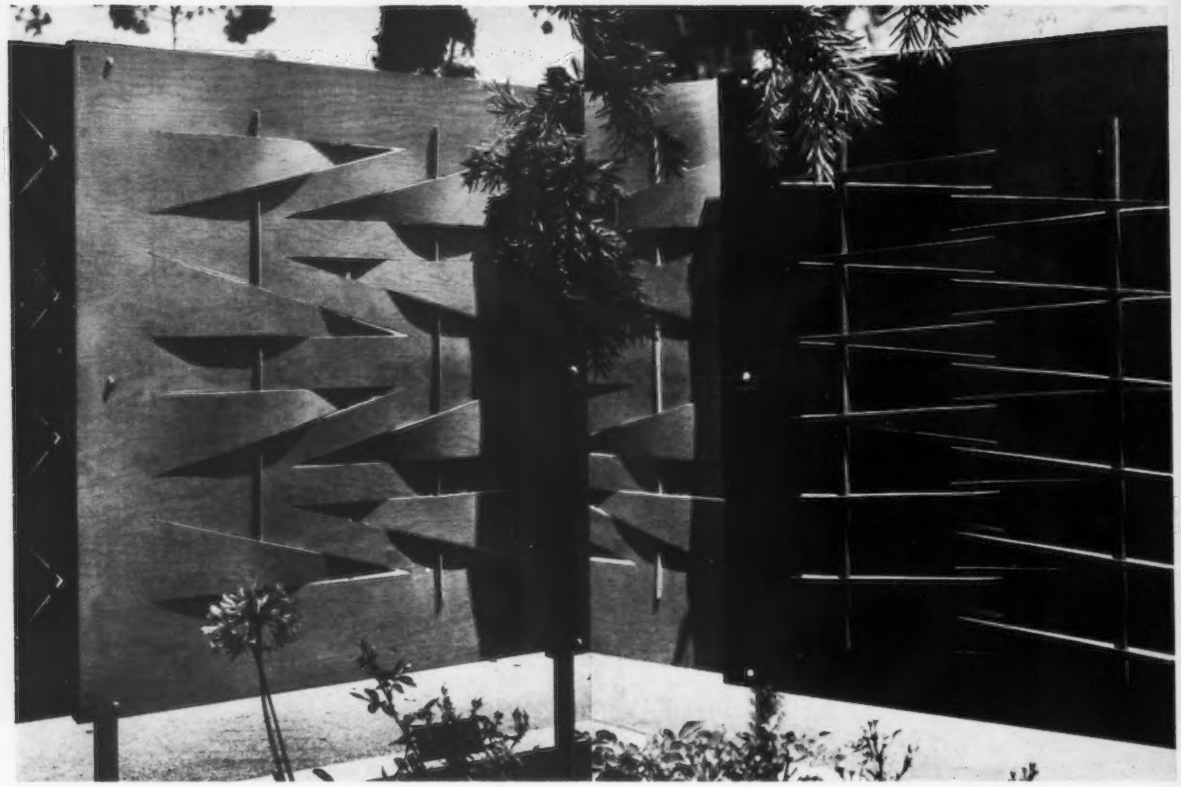


This patio enclosure is simply a framework of 2x4s paneled with Texture One-Eleven fir plywood. T 1-11 panels come in 8 or 10-foot lengths, and 16", 32", and 48" widths. The vertical edges have shiplapped joints. The 2x4 framework is paneled in sections, with the shiplap joint sawed off one edge of each T 1-11 panel. The 2x6 cap is nailed on last.



The Swiss cheese effect in this ⅝" fir plywood fence panel was created by drilling 3" holes on 4-inch centers. It provides an unusual and decorative patio screen or fence.



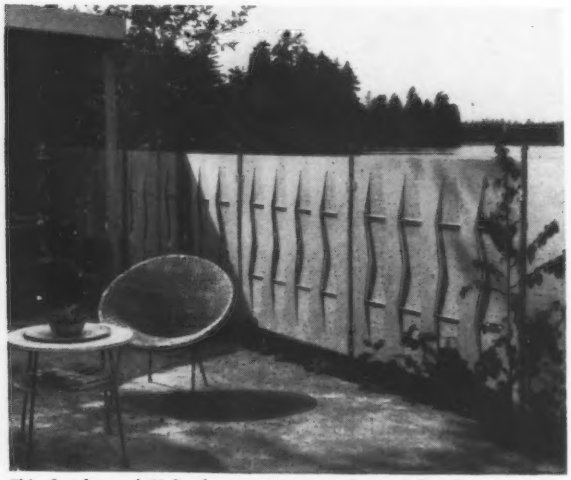
This Moke' design (left of panel) is the result of cutting triangular shaped patterns into a ¼" exterior fir plywood panel and weaving ½" dowels between the cuts. This type of design could be used for a single patio screen panel or for a conventional fence.

Here's another variation (right of panel) of the Moke' design in which triangular patterns have been cut into the ¼" fir plywood with a saber saw. Instead of a dowel, a length of 1x1 is used in this case.

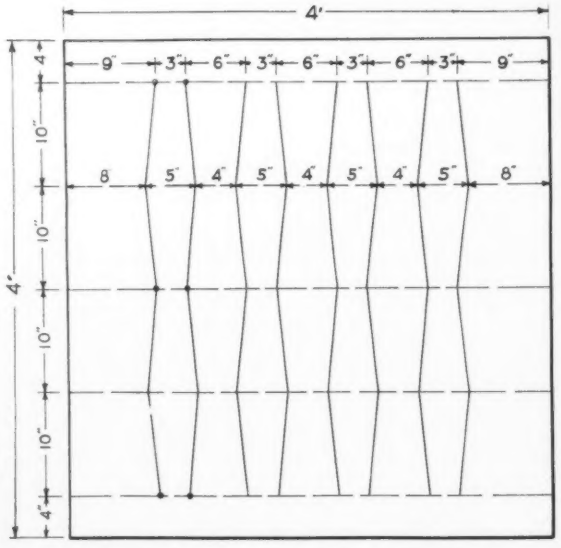
"MOKE" FENCES

The illustrations on this page are a series of three plywood fences in "Moke" design. "Moke" is a seldom-used English word which means "to weave".

The word is suggested by the woven effect created when fir plywood is cut into various patterns so that dowels or inserts form an attractive third-dimensional pattern. This type of fence maintains privacy, but still allows the breeze to filter through.

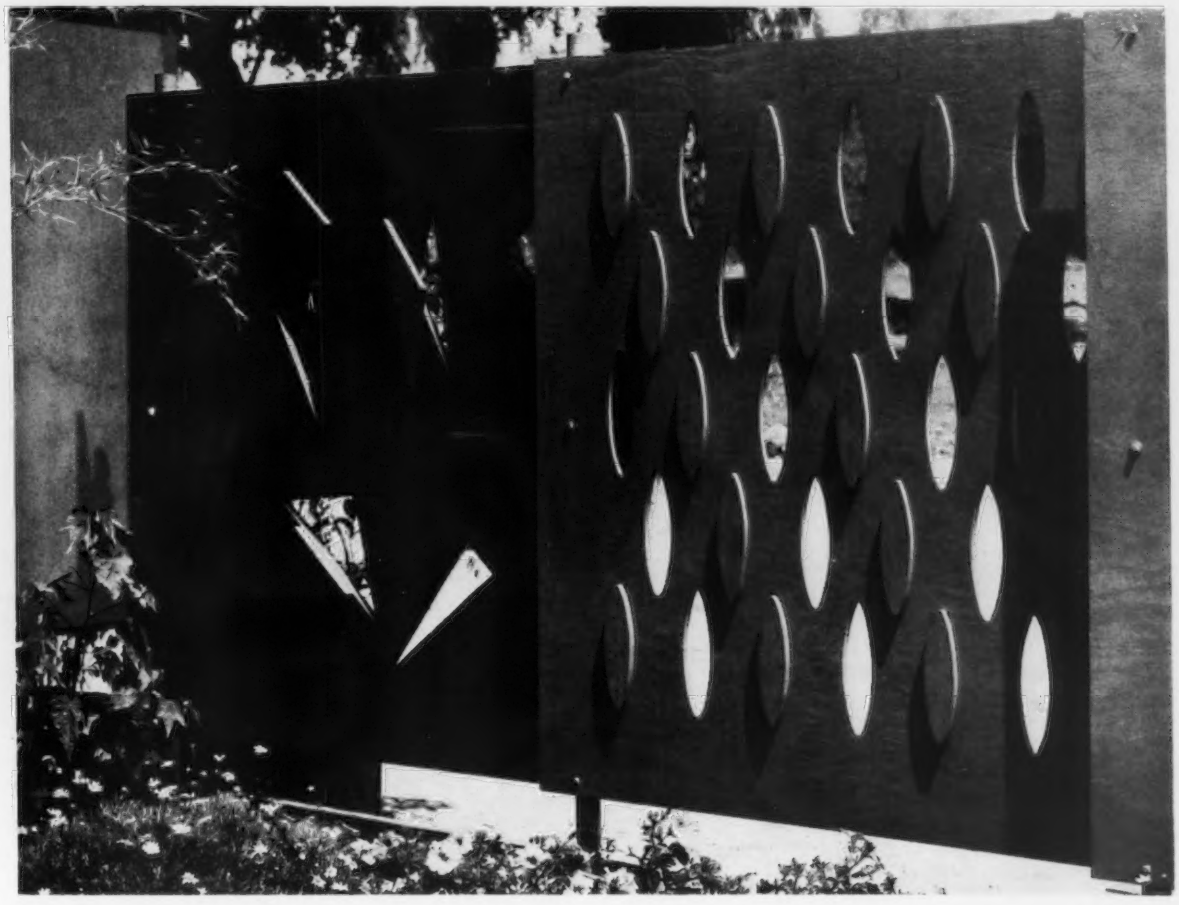


This fir plywood Moke fence acts as a safeguard for this water-side home. It is durable and will withstand inclement weather.



Follow the dimensions shown in the diagram above to cut out the Moke fence design shown at left.

The Moke fence in the lower left photo is achieved by weaving dowels through long zig-zag slits in the plywood panels. Supporting posts are ¾ inch galvanized pipe with caps. Metal clips hold the plywood to the pipe. Plywood is ¼" exterior type, with ½ inch diameter dowels.



These two fence panels show the possibility of cutting sections from plywood sheets and then gluing them into place to create a three-dimensional pattern. Here, triangles and boat-shaped pieces have been cut from two 1/2" thick fir exterior plywood panels and glued onto the face of the panel at strategic intervals.

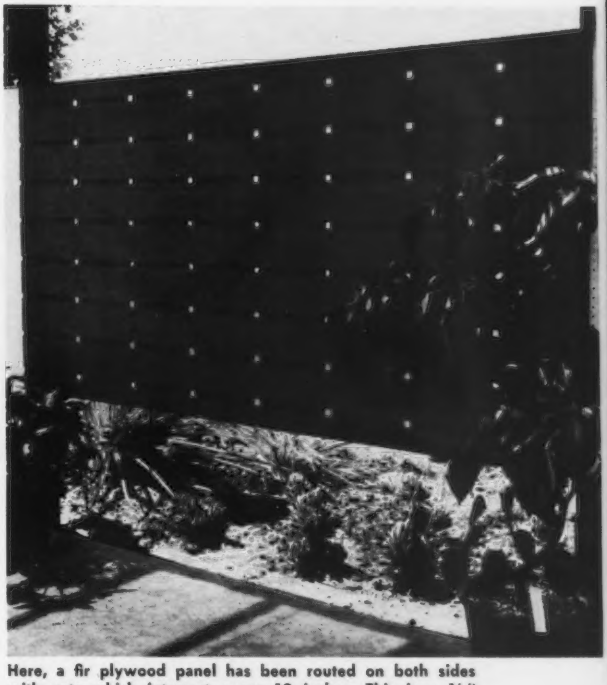
Continued Next Page.

FINISHING

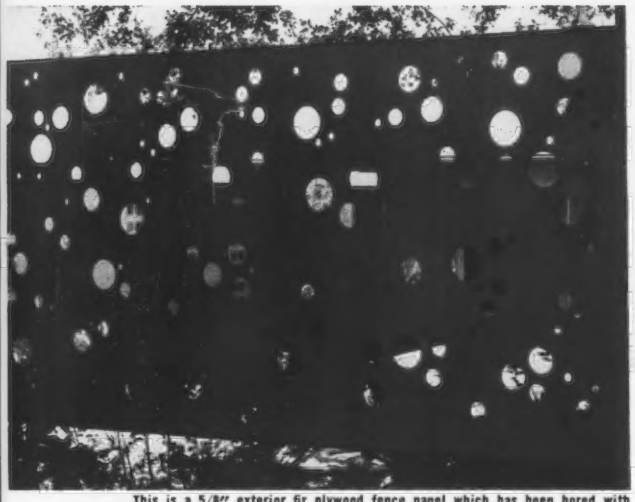
Exterior fir plywood is waterproof whether it is painted or not. However, unless it is properly finished, plywood sometimes has a tendency to "check." Checks are tiny hairline cracks which occasionally develop in the painted surface of the plywood. They have no effect on the strength of the panel, but can be an appearance problem.

Close attention to finishing procedures will minimize checking tendencies. In general, the best paint for plywood fences are high grade exterior house paints of either titanium-lead-zinc or white lead and oil. Avoid paints which set to a hard, brittle film.

The initial or prime coat should be brushed on thoroughly, as soon as possible after the fence is erected. Use a high grade exterior primer thinned with at least one pint of pure raw linseed oil per gallon, or use a high grade aluminum primer. (Check directions, some paints are not to be thinned with linseed oil.) Over the primer coat, brush on second and third coats according to the paint manufacturer's directions. Paint both sides of the fence with equal coverage. Paint all plywood edges with an application of a high grade exterior primer, aluminum paint, or a heavy lead-and-oil paint. Edges should be painted even if they are to be covered with molding.



Here, a fir plywood panel has been routed on both sides with cuts which intersect every 12 inches. This is a ½" thick exterior fir plywood panel with grooves cut ¼" thick.



This is a 5/8" exterior fir plywood fence panel which has been bored with random holes of varying sizes to create an interesting "bubble" pattern.

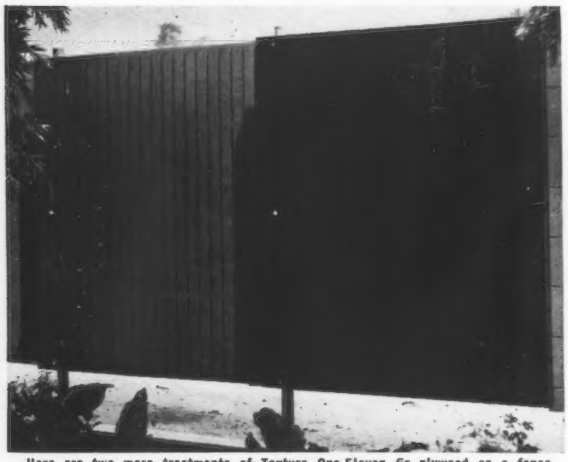
This plywood basket-weave fence comes in eight-foot sections, complete with pressure treated 4x4 posts and capping rail. The woven effect is achieved by making cuts six inches apart in a panel of 3/8" exterior type fir plywood and inserting the stakes. All wood parts are prime coated with redwood stain and a toxic solution to resist decay. A product of Knapp Lumber Sales, 520 N. W. 23rd Avenue, Portland 10, Oregon.

Some fence builders are now using a relatively new type of panel called medium density overlaid plywood. The smooth overlaid surface eliminates any possible grain raise or checking, and also eliminates the first coat in a three-coat paint system. The overlay is achieved at the plywood mill by fusing a resin fiber sheet to the face of the plywood panel under heat and pressure. Medium density is widely available through most suppliers.

When you want the wood grain to show and be a part of the fence appearance, there are two possible alternatives. One is to leave the plywood alone without further finish or treatment of any kind so that it will weather to a pleasant driftwood gray. The second is to apply a special tinted sealer of the type made by several paint companies. Under both these treatments, plywood will check slightly, but the checking will not be as objectionable as it would be on a conventionally painted surface. Another coat or two of the sealer from time to time will keep the fence looking well.

If Texture 1-11 grooved fir plywood panels are used stain is the finishing material which is recommended. A clear finish or a penetrating low pigment stain should never be used on T 1-11.

Texture One-Eleven also makes attractive carport walls. Here, the grooved panels have been nailed into 2x2" rails between 4x4' posts.



Here are two more treatments of Texture One-Eleven fir plywood as a fence material. In the panel on the left, a saw kerf has been cut in the back of the panel to intersect vertical grooves in the panel's face. This creates the small openings where light shows through. T 1-11 is ideal for a rustic fence because of its unsanded finish. It should be stained, not painted.

GRADES

Exterior type fir plywood is available in several different grades. "Grade" refers to the appearance quality of the veneers used for face, back, and inner plys of the panels. For example, A-A or A-B are the best appearance grades in sanded panels. Unsanded C-C exterior is a more economical grade and can be used where a rustic effect is required.

CONSTRUCTION

In construction of any plywood fence, soak the ends of the posts which will be underground in wood preservative. Set the posts solidly in holes about two feet deep, bedding them in concrete or well tamped dirt. Use hot-dipped galvanized or aluminum nails to fasten the plywood.

BOOKLETS AVAILABLE

Free booklets on "How to Buy", "How to Finish" and "How to Work" fir plywood are available by writing Douglas Fir Plywood Association, Tacoma 2, Wash.

Or Circle BUYERS SERVICE CARD No. 60

RIGHT OR WRONG In Labor Relations . . .

A roundup of day to day employee problems and how they were handled. Each incident is taken from a true-life grievance which went to arbitration.

To Save Money, Can You Require A Skilled Worker To Do A Job Outside His Regular Classification?

WHAT HAPPENED:

Joe Venner was a carpenter, but because business was slowing down, his supervisor assigned him to help move some machinery around the plant. Joe obeyed but immediately filed a grievance. He said:

1. I'm a skilled man and should not be required to work outside my classification.
2. If there is a shortage of work in my trade, I should be given a choice—layoff or assignment to another trade. But the choice should be mine, not the company's.

Management disagreed completely:

1. If we are going to operate in the black we must be free to move men around.
2. Nothing in the contract prohibits the supervisor from shifting his people from one job to another as long as rates are maintained.
3. We don't want any prima donnas in our plant. Times are getting rough and we have to do what is best for the company.

Was The Company: RIGHT ☐ WRONG ☐

What Arbitrator Harry H. Platt ruled:

"The company does not have the same right to transfer a skilled tradesman from one classification to another that it has in respect to employees in production classifications. In short, a tradesman should not be required to do work in a trade other than his own. If such an assignment is attempted because of a shortage of work in his trade, he may refuse it and take a layoff instead. In emergencies, however, the company may make assignments across trade lines."

Can An Employee Be Fired For "Shoving" His Foreman?

WHAT HAPPENED:

Al Trask had a reputation for flying off the handle. That's just what he did when his supervisor came over and said: "Say, Al, I found some of these worksheets under your bench. What are you doing, hiding them?"

"Don't talk to me like that. Who do you think you are?" Al answered angrily. But that wasn't all. He shoved the foreman out of his way and went to his locker room. For this he was fired. Al cooled off, and took his case to arbitration. He told the arbitrator:

1. I was excited. I didn't mean anything. I've been around for ten years. This penalty is too severe.
2. If I had hit the foreman, I would never have brought up a grievance. I know that you should get fired for hitting a supervisor. But I just shoved —easy like. He was standing in my way. No one got hurt.

The company stood its ground. It said that "a hit or a shove" is the same thing. Supervisors don't have to take this kind of abuse from anybody. He stays fired.

Was The Company: RIGHT ☐ WRONG ☐

What Arbitrator Mitchell M. Shipman ruled:

"One of the most heinous offenses that an employee can commit is that of physical assault on a co-employee. And where the employee assaulted is a member of supervision, there is involved not only the problem of employee safety and health, but also plant discipline and morale. The question of whether the worker in this case punched or pushed is unimportant. The degree of force or the measure of injury does not change the act. Pushing a foreman is as serious as hitting a foreman. The discharge is sustained."

When Can't You Discipline An Employee For Slowing Down On The Job?

WHAT HAPPENED:

Arthur Dorman was an experienced employee with some ten years seniority. One day the supervisor transferred Dorman to another job in the department. This was a piece-work operation, and the standard was 166 pieces an hour. The first week, Dorman averaged only 78 pieces.

The supervisor felt that the employee was stalling, and decided to time-study the operation. The previous standard was found to be a fair one. Yet Dorman continued to produce below average. On two occasions he was warned. His reply was that he was working

Labor Relations—Cont'd from Page 21

as fast as he could, but that the standard was too high. After another warning, Dorman was fired for carry on a "deliberate and willful slowdown."

He took his case to arbitration and argued:

1. I didn't slow down. I tried the best I could but couldn't make the standard. That's the company's fault.
2. Look at my record—ten years of work with the same company. Doesn't that count?

The company rested its case on circumstantial evidence gathered during the period in dispute. It brought out the testimony of the time-study engineer, and records of other employees on the same job who seemed to have no trouble meeting standard.

Was The Company: RIGHT ☐ WRONG ☐

What Arbitrator Harry H. Platt ruled:

"An intentional slowdown of production is one of the most serious of industrial offenses. Because of its very nature, a charge of intentional slowdown is often difficult to prove by direct evidence: hence it may be established by circumstantial evidence. To sustain a charge of intentional slowdown, there must be convincing proof of deliberate and willful acts restricting the rate of required output. While the failure of the aggrieved to achieve the rate of production attained during the time study may suggest a resistance to the established standard, it is hardly convincing proof of the fact that an intentional slowdown was in progress. Nor can it be flatly stated that the failure of a pieceworker to make the objective earning rate, in and of itself, is conclusive evidence of a wilful restriction of production. The discharge was not for good cause. The employee, Arthur Dorman, shall be reinstated with full seniority and with back pay."

Can You Fire An Employee For A Serious Violation Of Company Rules If You Have Previously Excused Others For The Same Offense?

WHAT HAPPENED:

While making his rounds in a remote part of the building, the night foreman heard the gentle tinkle of a bell. It came from the room on his right. He tried the door—and it was locked. This was strange because that room, which contained all of the ventilating equipment, was not supposed to be shut. He knocked on the door. He heard a rustling sound from within. The ringing stopped. Then the lock was unbolted and a sleepy-eyed worker opened the door. He had his shoes off, and in the corner was a nice cozy blanket and pillow. He was immediately fired for sleeping on the job.

But he was wide awake when he took his case to an arbitrator. He said: "Yes, I was sleeping but I don't deserve this kind of punishment. Last month 2 janitors were caught sleeping, and all they got was a 3-day layoff. Why discriminate against me?"

The company was not caught napping by this argument:

1. This man had a responsible job and he did not carry out that responsibility.
2. He probably slept all the time—witness the blanket and the alarm clock (which was set to ring 15 minutes before the end of his shift).
3. Sure we didn't fire the janitors, but look at the difference in the responsibility of the jobs. Besides, the janitors had finished all their work.

Was The Company: RIGHT ☐ WRONG ☐

What Arbitrator Clarence M. Updegraff, Chairman, ruled:

"An employee sleeping on the job is subject to discipline. An employee who deliberately and with premeditation makes advance arrangements for sleeping deserves severe discipline. I cannot agree that the company's action in discharging this man was too severe."

If An Employee Leaves His Job And Goes Home, Can The Company Assume He Had Quit?

WHAT HAPPENED:

Phil Clark and Charlie Lang got into the habit of changing jobs in order to relieve the monotony. This was done without the knowledge of the foreman.

When the supervisor found out what was going on, he told them to cut out the practice. The next day, he found that they were back at their old tricks, and he blew his top. In the ensuing dispute, the foreman told Clark and Lang to "do as you're told or stop working for this company."

CONTINUED—On Page 25

SURVEY and Analysis . . .

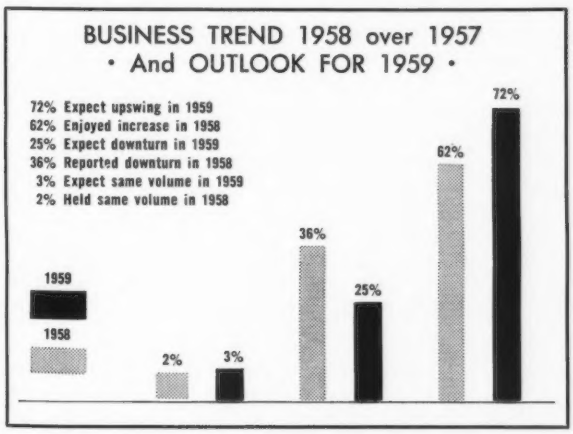
The 2nd of three reports to be published concerning all phases of the fence industry and its operations during 1958 and comparisons to 1957.

This is the second in a series of survey reports and analysis to appear in Fence Industry. The first part of this survey appeared in the January 1959 issue.

Although we believe our survey will convey an accurate presentation and insight as to the activities and general trend within this market, we also realize that surveys at their best are never 100% accurate. This reason is based on the fact that the total in any industry, let alone this one, will not respond.

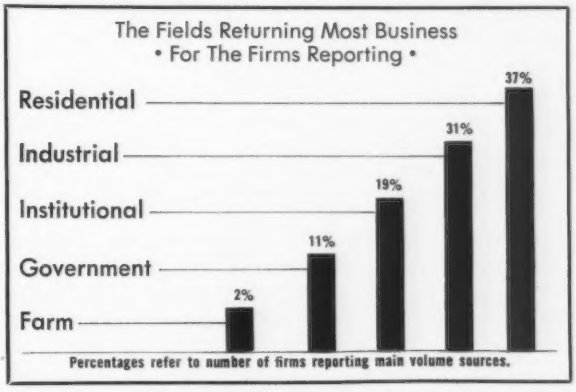
As this survey is based on the responses of 1330 concerns out of a total 9000 approached for information, an excellent percentage, the figures and analysis presented may be indicative for the industry in its entirety. However, when the realization of the values of the information which appears in this survey seeps through to a greater percentage in this field, we can then enlarge the scope of this activity.

This survey also points out a definite factor. That 70% of the industry is progressing and increasing their business volume, while the 30% not so fortunate are maintaining levels of previous years or losing ground. This survey and analysis may then give all and sundry a better insight as to the future potential and reasons for lack of progress. We hope so!



EXPECT TO EXCEED LAST YEAR'S BUSINESS!

Replies to this question indicates that 72% of the industry expect to do more business; 25% expect to do less business and 3% expect to maintain their present volume during 1959. The answers to this question may be attributed to fact rather than fancy or sheer guesswork. As 62% of the firms reporting indicated a gain; 36% a loss of volume and 2% even over the previous year, during 1958, the outlook for 1959 is one of confidence, that is, for a much larger percentage of firms in this field. This should reflect in larger inventories, more buying in the consumer and supplier phases and easier selling. However, we cannot overlook the fact that 25% of the firms reporting are not too optimistic. We may also realize from these percentages that three-fourths of the industry are gearing themselves to increase selling pressure or have a backlog of orders to justify the expected increase in volume during 1959.



WHICH FIELD GIVES YOU MOST BUSINESS!

Practically all firms returning our survey questionnaire responded to this question which specifically asked where most of the volume of business came from. 37% Indicated residential; 31% Industrial; 19% Institutional; 11% Municipal, highway and park and 2% attributed most of their business volume from the farm field. In view of the large percentage of responses to this question, the percentages are evidently a true indication for the entire fence industry.

The percentages given above are not indicative of firms doing 100% of their volume in the specific fields mentioned but rather depend on their largest volume of business from these categories. All firms replying to this question overlap into other fields to round out their business volume. For example: In the residential group 31% report doing a 90 to 100% volume in that field. In the industrial field 10% report doing a 90% to 100% volume in that field. In the institutional and other fields reported above only 2% report as in the 90 to 100% volume.

The disparity in the paragraph above may be answered with the following reasoning. A firm depending on residential business may install 100 jobs and in the interim secure one industrial installation. Annually, his industrial jobs may total only 20% of his total volume. By the same token a firm in highway volume may install one erection at $500,000. and 50 residential jobs may total only 10% of this volume.

Our tabulation of these figures further projects the following: That 68% of the firms reporting depend totally on residential and industrial volume and do not enter into the institutional, highway and park projects volume.

Continued—Next Page

FENCE SURVEY—continued from page 23

THE ANSWERS!

Industry (in the majority) confident about 1959 business outlook.
72% Of industry expect rise in 1959—62% had it in 1958.
25% Of industry not so happy about 1959 business prospects.
36% Reported downtrend in 1958 business volume.
Residential field leads the list as top profit-maker.
Business valuation averaged on survey $76,505. per firm.
Most reporting appraise valuation at 25% of gross volume.
Annual gross business indicates $1,500,000,000 all phases.
Equipment expenditures average is $14,580. per firm projected.
This expenditure seems to justify $304,200. gross annual volume.
Biggest number, 70% report doing direct selling job.
30% Of firms reporting depend on volume as sub-contractors.
56% Of firms employ on full time basis—44% part time.
Materials and labor costs unstable, varies in most states.
Materials costs reported ranging from 25% to 60%.
Labor costs reported ranging from low 5% to high 35%.

WHAT ($) VALUE DO YOU PLACE ON YOUR BUSINESS!

As this question is of a personal nature a total of only 450 firms responded to this question. Nevertheless, in projecting the figures obtained from these responses, we gain the following interesting facts: The average valuation per 100 firms reporting is $76,050. per firm. The 450 firms replying to our survey out of the total of 1330 returning the forms, placed a total valuation on their business' at $34,262,500. This would mean the equivalent of $76,130,000. per thousand firms in the fence business. We specifically call to your attention the fact that only one firm in the million dollar class responded to this question. The figures given were in all cases except one, under the million dollar level. The oddity appearing in this phase of the survey is that a firm, as an example, doing a $100,000. annual fence volume, placed a value of only $25,000. as the value or worth of the business. In most cases the range is from 20% to 25% valuation on the annual volume. This may be due to many factors, namely; lack of inventory, lack of equipment, values based on good-will only and so forth. One main factor is that the fence business is a specialized one and that reorders are obtainable in the manufacturer to resaler phase alone. In analyzing valuation as against total business it would seem that the firms doing a one million dollar business volume, or less annually totals in excess of three hundred million volume per thousand firms in all the phases of this industry. Or that a total of 5000 active fence firms, in all phases, are enjoying a billion and one-half dollar volume of business annually.

WHAT VALUE DO YOU PLACE ON YOUR EQUIPMENT!

The total valuation placed on equipment for each 100 firms reporting to this question is $1,458,000. Which indicates that the average firm in the fence business to be properly equipped will require an investment of $14,580. A comparison as to the valuation of business per firm at $76,050. and valuation of equipment per firm at $14,580. presumes that valuation of business is placed at 77.25% and equipment at 22.75%. We may also gather the following facts in building the blockstones of the fence business: As reported, business valuation is given as one-fourth of gross annual volume, therefore a firm with an investment in equipment of $14,580. would be doing a gross of $304,200. to justify this investment according to the trend. Firms doing less business would of course have a smaller percentage investment in equipment. Here then is the answer to the common remark, "that anyone can start up in the fence business with a small investment."

AS A FENCE ERECTOR DOES MOST OF YOUR BUSINESS COME DIRECT! — FROM CONTRACTORS! — FROM MANUFACTURERS!

These questions were asked in order to ascertain how the firms in the fence business secured their volume of business and their dependancy on outside sources as sub-contractors. Those reporting as prime contractors or doing their own selling totals 70%; sub-contracting from building contractors 25%; sub-contracting from fence manufacturers 5%. We have deleted fractions and percentages are given to the closest round figure. Although 70% of the firms reporting state that most of their business comes direct, we may surmise that some small percentage in the 70% level may be doing business as sub-contractors but not sufficiently so to make it important. We may also glean from this report that 30% of the industry, if projected, enjoys a profitable business as sub-contractors.

DO YOU EMPLOY YOUR OWN CREWS! — OR HIRE SPASMODICALLY!

The employment characteristics of the industry is as follows: 56% of the firms reporting employ erector crews on a full time basis. 44% report hiring spasmodically or as the need arises. Fractions are omitted and figures given to the closest round figure. A fast look at these figures may indicate that 44% of the industry are not doing a sufficient volume to justify steady employment for their erector crews. There are of course other facets, such as seasonal business; lag between large jobs; and the fence business being a fringe part of the business of some of the firms reporting. However, the fact remains that the fence business does not employ on a full scale the year 'round. The answer to this of course is increased volume.

PERCENTAGE-WISE COST TO ERECT 100 LINEAL FEET OF CHAIN-LINK (After Galv.)! — ORNAMENTAL IRON! — METAL PICKET! — ALUMINUM CHAIN LINK! (For Materials and for Labor.)

The replies to these questions are wide and varied. The percentage base given for erection costs and costs of materials varies, due to shipping costs and conditions of the labor market in specific areas. A total of 600 firms reporting on the above questions is as follows:

Chain-link = 3% of firms reporting materials costs ranging from 25% to 30%.—4% of f.r. costs 31% to 35.—22% of f.r. costs 36% to 40%.—14% of f.r. costs 41% to 45%.—32% of f.r. costs 46% to 50%.—11% of f.r. costs 51% to 55%.—14% of f.r. costs ranging from 56% to 60%. (f.r. means firms reporting.) These percentages refer to materials.

Continued—Next Page

FENCE SURVEY—continued from page 24

The percentage-wise cost for labor to erect chain link ranges from 5% in some areas to 35% in others. The largest percentage report labor costs in the 20% to 25% bracket. The labor costs reported in our survey forms do not indicate even prices in any state other than California which reports an even 20%. The spread in most states ranges from 10% to 15%. As an example, a firm in Kansas will report labor costs at 15% and another firm in the same state figures his labor at 30%. One of the reasons is that the larger cities entail higher labor costs. Here are the percentages:

Chain-link = 3% of firms reporting labor costs at 5% to 10%.—16% of f.r. labor costs up to 15%.—34% of f.r. labor costs at 20%—28% of f.r. labor costs at 25%.—17% of f.r. labor costs at 30%—2% of f.r. labor costs at 35%. A total of 79% of firms reporting labor costs in the 20% to 30% level.

Replies to our questions concerning costs of labor and materials in the ornamental iron field were not sufficiently impressive however we do glean the following facts:

The range for cost of materials is from 35% to 60%. The bulk of replies indicates that materials costs generally are in the 50% to 55% level. Ranging from a high 62% to a low 35%. Labor costs in the ornamental iron field ranges from 10% to a high of 30%. The majority, 60% of the firms, report labor costs at 30%.—30% report labor costs in the 20 to 25% range and 10% indicate a 10 to 15% labor cost.

Responses to the questions concerning metal picket fence and labor per 100 lineal feet follows a pattern identical to chain link although the number of responses were sparce. The costs reported for materials ranges from 35% to 60% and 60% of the replies give 50% as the base figure for materials.

Labor costs reported for metal picket varies from 10% to 30%. Five percent of firms report labor costs at 10%.—5% report labor costs at 15%.—45% report labor costs at 20%.—45 report labor costs at 30.—90% of the firms reporting labor costs in the 20 to 30% level.

Aluminum chain-link erectors report costs for materials and labor per hundred lineal feet erected, ranging from 60% to 35% at the low for materials and from 18% to 30% at the high for labor.

Although the number of replies in this category were sparce, our projection indicates 60% of the firms reporting listing materials costs at 60%.—30% of f.r. costs at 50% and 10% spread their materials costs in the 35% to 45% range. The lower materials costs reported may be based on volume purchasing.

Labor costs in the aluminum chain-link field indicates 45% reporting 30% labor costs.—45% reporting costs of labor in the 20 to 25% range and 10% of the firms report labor costs ranging down to 15% at the lowest level.

It is self evident based on the returns tabulated in this part of our survey that there is neither stability in labor costs or in prices for materials. This applies to practically every state excepting California. Fence firms may well reappraise labor and materials costs. Especially those indicating materials above the 50% level and labor costs above the 30% level.

Fence Erecting Simplified—cont'd from page 16

Attending the demonstration were the salesmen of Michigan Manufacturer's Service of 16550 Greenfield, Detroit, Mich., who will sell the Tri-Set method in the Detroit area. The erectors, salesmen and the photographer had never seen a post set by the TRI-SET METHOD.

Mr. Hobbs and his partner were shown how to set one post (total instruction time—three minutes) and was then told to go ahead and erect the job. The entire installation was completed in less than three hours, including the set-up time for the photographer, who stopped the operation at least twenty times for photos. The salesmen of Michigan Manufacturer's Service also slowed down the operation considerably as they also tried their hands at drilling holes and driving angle iron.

This job was erected in 16 degree weather and in two feet of hard, frozen sandy ground, that would have made normal concrete erection methods practically impossible. Mr. Hobb's reaction to the Tri-Set method after erecting the job was, quote, "Man-Oh man, I could have put this job in alone with Tri-Sets in an hour and a half. That would be about twenty dollars per hour for my time."

Fence Erector Ray Hobbs enthusiasm and the excitement engendered by this demonstration brings to mind the sage philosophy of Victor Hugo, "Nothing is more powerful than an idea whose time has come."

Labor Relations—cont'd from page 22

The two men left their jobs, punched out, and went home. The next day they showed up for work. The foreman refused. "You walked off the job—you quit," he said.

"We didn't quit—we thought we were fired," they replied. They filed a grievance.

The company claimed that the men, by going home, had indicated that they had quit, and they were not entitled to their jobs back. Nor were they entitled to other benefits like accrued vacation, which they would get if they had been fired.

The men claimed that they were so upset by the supervisor's bawling-out that they thought he had fired them. Upon thinking it over that night, they decided that maybe they were not fired, and therefore they ought to come back to work.

Was The Company: RIGHT ☐ WRONG ☐

What Arbitrator Clarence M. Updegraff ruled:

"These men were clearly in the wrong in changing jobs and could have been disciplined. But they did not 'quit' in the accepted sense of the term. Neither were they discharged. Because they walked off the job without permission, they are subject to discipline. I order reinstatement, but without back pay."

SURVEY WILL BE CONCLUDED IN NEXT ISSUE OF FI

We will conclude our first survey returns in the next issue of FI. Subject matter to be covered will include the following: Lines offering the best profits. Lines carried and styles. Fair market profit margins. Inventories and costs reported, as well as general comments by those responding to our questionnaire.

AWARDS PROJECTS PROPOSALS

The information appearing in this issue concerning, awards, projects and proposals were selected from hundreds of releases by FI editors as having possible interest for our readers.

Listings do not imply specific fence business unless it is so indicated.

In order that further information may be obtained by interested readers, each award, project or proposal, lists the reference numbers and the names and addresses of individuals and offices where additional information may be obtained.

ALA—Proj. #Ala. 1-CH-23(DS), construction Florence State College, Florence, Ala., app. $1,250,000. R. C. Fuller, Business Mgr.—Proj. #PFL-III-1-120, constr. water system, $122,000. Loxley, Ala., M. C. Guiliani, Mayor.

ARK—Proj. #Ark. 3-CH-28(H), construction new training school bldg., approx. $939,-763. at St Vincent Infirmary, Little Rock, Ark., Sister Margaret Blandford, Administrator.

CALIF—Proj. #PFL-VI-4-18, construction water system area of Riverside, $550,000. Doyle F. Boen, G.M. and Chief Eng., Hemet, Calif.—New museum building, Death Valley Natn'l Monument. Construction in Spring. To include other construction, building, parking facilities, etc. Dept. Of The Interior, National Park Service, (Mission 66), Washington 25, D. C.—The Fluor Corp., Los Angeles, Calif., award to build gov't helium plant, approx., $12,000,000.

COLO—Proj. #5-P-3004—06—07—08, constr. of numerous buildings, county jail, fire station, etc., approx. $15,000,000. Denver, Colorado, Will F. Nicholson, Mayor.—Urban renewal project, Denver, approx. $1,-834,014. Bruce Rockwell, Chrm., Denver Urban Renewal Authority, City and County Bldg.

CONN—Proj. #Conn. 6-P-3020, plans for construction for Fall 1959, approx. $2,796,-000. at East Haven, Dominick H. Ferrara, First Selectman.

DEL—Proj. #Del. 7-CH-3(D), construction to Wesley College, Denver, Delaware, Approx. $858,500. J. Paul Slaybaugh, Pres.

ILL—Proj. #Ill. 11-CH-76(S), construction of student union building etc., at Carbondale, approx. $4,273,000, John S. Rendleman, Asst. to the President. Proj. #Ill. 11-CH-45(S), construction, University of Illinois, Champaign—Urbana, approx., $1,-867,000. H. O. Farber, Vice-Pres. and Comptroller.—Proj. #PFL-IV-11-39, construction water system at Forest Homes, Maple Park Public Water Dist., Bruce Quackenbusch, Attorney.—Proj. #Ill. 11-P-3047, plans for construction, est. $3,941,000. Peoria, Illinois Public Bldg. Comm., Robert B. Campbell, Chairman.—Proj. #Ill. 11-CH-86(D), construction, Bradley University, Peoria, approx. $560,000., Harold Potter Rodes, President.

KY—City of Frankfort, construction, City Hall and other projects, est. $2,500,000. on a 3 year plan. John Gerard, Mayor.—Proj. #PFL-III-15-99, construction water works system, est. $233,000. at Mt Washington, Ky., M. D. Jasper, Trustee.—Proj. #KY-15-P-3013, plans for improvement to water and sewage system, Lexington, est. $4,-800,000. Shelby C. Kinkead, Mayor.

LA—Proj. #La. 16-CH-22(D), construction, Student housing Southern University, Baton Rouge, est., $1,900,000., F. G. Clark, President. —Proj. #PFL-V-16-112, construction of water-works system at Brusly, W. Baton Rouge Parish, est., $245,000. J. Williard Tullier, Pres., Waterworks Dist. #2, Board of Commissioners.

MD—Proj. #Md. 18-P-3023, construction storm water facilities, est. $5,516,115. Construction to start before April 1960. E. R. Lonergan, County Business Mgr., Annapolis, Md.

MASS—Proj. #Mass. 19-CH-36(D), construction at the Anna Maria College, at Paxton, Mass. Est. $561,000., Sister Irene Maria, President. —Veteran's Administration project, at Bedford, est. $2,750,000. Includes grading, seeding, stair additions, and other items. Specs. at James H. Ritchie & Assoc., 135 Clarendon, Boston 16, Mass.

MICH—Proj. #Mich. 20-P-3015, sewage system and plant. Est. cost of project $16,503,000. K. Schone, Dir. Public Works, Pontiac, Mich.—Proj. #20-CH-29(H), construction bldg. for Hurley Hospital at Flint, est. $208,000. Edward W. Gilgan, Director.—Proj. #20-P-3029, Walker Township, sewer and water facilities, est. $3,700,000. Thomas B. Maynard, Township Clerk.

MISS—Proj. #Miss. 22-CH-22(D), construction student facilities Delta State College, Cleveland, Miss., est. $925,000. J. M. Ewing, President.—Proj. #22-P-3011, plans for construction of $24,200,000. water project. W. P. Bridges, Pres., P. O. Box 1193, Jackson.—#PFL-111-22-101, construction of water facilities, est., $58,000. E. A. Moody, Mayor.

MO—Proj. #PFL-IV-23-106, construction of water system, $65,000, Robert Cross, Mayor, Bevier, Mo.—Proj. #Mo. 23-CH-49(D), building construction at Christian College, Columbia, Kenneth Freeman, President.

N.H.—Proj. #N.H. 37-P-3016, construction water facilities and sewage plant at Nashua, est. $1,349,000. Mario J. Vagge, Mayor.

N.J.—Proj. #28-P-3064, preparing plans for municipal building at Bayonne, G. Thomas Di Domenico, Mayor.—Proj. #28-CH-14(D), construction, est. $270,000, Bloomfield College and Seminary, at Bloomfield, Frederick Schweitzer, President—Proj. #28-P-3068, construction garbage disposal plant at Camden, est., $3,000,000. Frank A. Abbott, Dept. of Public Works.—Proj. #28-CH-15(H), construction, est. $925,000 for St Elizabeth Hospital, Elizabeth, N. J., Sister Ellen Patricia, Administrator.

N.Y.—Proj. #30-CH-78(H), construction for Albany Hospital, Albany, est., $716,000. Ralph P. Wagner, President.—Contr. #FAHHE 59-1, landscaping, fencing and misc., est. $313,000.—Also, Contr. #RC 59-7, roadside development, Glens Falls, est., $14,000.—Also, Contr. #FATS 59-1, furnish and erect traffic signs, est. $204,000.-Also, Contr. #FAHHE 59-1, landscaping, fencing and misc. work, est. $313,000. Horace Harding Expressway. —Also, Spec. #15109 GE, improvement grounds etc., NY Training School for girls. Drawings and specs, State Architect, 488 Broadway, Albany 7, N.Y., or 270 Broadway, New York City on above items, except Albany Hospital item.—Veterans Administration, construction, many items, Vets Adminis. Center, Bath, N.Y., est., $134,000. Specs from Design service, Veterans Adminis., Rm. 2707, Munitions Bldg., Washington 25, D. C.—Proj. #30-CH-94(S), construction, at Iona College, New Rochelle, est. $1,100,000., Myles B. Amend, Attorney.—Proj. #3-CH-81(H), construction of dormitory etc., Misericordia Hospital, at New York City, est., $1,200,000. Sister St Marcelle, Administrator.—Award of $1,882,930. to Gull Contr. Co., 33-15 Lawrence, Flushing, second section exit ramps Henry Hudson Pkwy., by Port of NY Authority.

N.C.—Contract awarded, construction of tunnel and parking overlooks, etc., $1,847,882. 8 mile link Blue Ridge Parkway, to Ralph E. Mills Co., Frankfort, Ky.

OHIO—Proj #33-CH-64(H), construction at Children's Hospital, Columbus, est., $366,000. Robert W. Porter, Administrator. —Proj. #33-CH-56(H), construction at White Cross Hospital, Columbus, est., $661,000. Edgar O. Mansfield, Superintendent.—Proj. #33-P-3042 (Alliance) and 33-P-3043 Massillon), construction unified sewer systems etc., est., $10,855,500. Joseph T. Nist, County Commissioner, Canton, Ohio.

PA—Proj. #36-P-3113, construction intra-city highway and sewers, at Monessen, est., $968,500. Hugo J. Parente, Mayor.—Proj. #36-P-3057, planning construction sewage disposal system Borough Pen Argyl, est., $1,150,000. William Hockin, Pres., Borough Council.—Proj. #36-CH-81(DS), construction student facilities at Pennsylvania State University, University Park, est., $23,500,000. McKay Donkin, Treasurer.—Proj. #36-P-3158, constr. sanitary sewage system, Tredyffrin, est., $2,395,797. Clyde C. Stone, Township Mgr., Berwyn.

R.I.—Proj. #RI 37-CH-7(D), construction at University of Rhode Island, Kingston, dorms and housing, est., $1,000,000. Francis H. Horn, President.

S.D.—Veteran's Administration, construction, hospital, Fort Meade, est. $1,795,000. includes protective screens, steel windows, utilities, roads, landscaping. Specs., Ellerbee & Co., 1st. Natnl. Bank Bldg., St Paul 1, Minn.

TENN—Proj. #PFL-111-40-94, construction sewage system and plant, at Ashland City, est., est., $397,980. V. E. Harris, Mayor.—Proj. #PFL-111-40-107, construction water system, est., $260,000, J. Ross Walker, Pres., Russellville, Tenn.—Proj. #PFL-111-40-106, construction of water system, Lucy Woodstock Utility District of Shelby County, est., $485,000. William J. Chase, Utility Dist. Pres.

TEXAS—Proj. #41-CH-78(D), construction housing and dorms, University of Dallas, est., $546,000. F. Kenneth Brasted, President. —Proj. #41-CH-90(D), construction 3 unit student housing, Sam Houston State Teachers College, Huntsville, est., $1,312,000, Harmon Lowman, President.—Proj. #41-CH-89(D), construction housing etc., Trinity University, San Antonio, Darwood L. Hawthorne, Business Mgr.

UTAH—U. S. Dept. of Interior, Bureau of Reclamation, Weber Basin Project, #1-13, pipe 150' lin., barbed wire fences 8,900', barbed and woven wire fencing 3,100', E. O. Larson, Reg. Dir., PO Box 360, Salt Lake City 10.

VA—Proj. #44-CH-13(H), construction at General Hospital, Petersburgh, est., $350,000. George E. Bokinsky, Administrator.—Proj. #44-CH-15(DS), construction at Virginia Union University, Richmond, est., $400,000. L. D. Smith, Business Manager.

WASH—Proj. #45-P-3047, planning construction for the State College of Washington at Pullman, est., $3,308,708. Starts August 1959. C. Clement French, President.—Proj. #45-CH-28(D), construction to the University of Washington, at Seattle, est., $2,174,942. Nelson A. Wahlstrom, Comptroller and Treasurer.

W. VA—Proj. #46-CH-27(D), construction of dorm house etc., Bethany College, at Bethany, est., $250,000. The Trustees of Bethany College.—Proj. #46-CH-23(D), housing, Wheeling College, at Wheeling, est., $500,000. Lawrence R. McHugh, President.

WYO—Proj. #48-P-3001, planning 40 miles of street improvements etc., est. $8,366,500. at Casper, W. S. Anderson, Mayor.

FENCE Service Aids

SUPPLIERS ARE INVITED TO SEND INFORMATION ABOUT THEIR NEW PRODUCTS OR SERVICES TO THE PRODUCTS EDITOR.

MODERN DAY VARNISH for exteriors ranging from attractive paneling to log cabin type of construction. Varnishes offered are said to be long oil, weather resistant. The fifth of a series of booklets is being offered free to readers of FI and this booklet covers many phases on the proper useage of varnishes. For details write Bruning Brothers, Inc., 4209 E. Chase St., Baltimore 5, Md. or

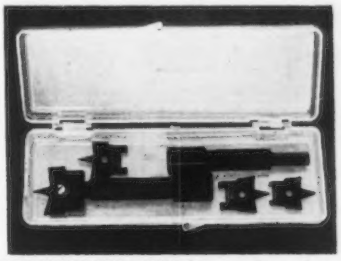
Circle BUYERS SERVICE CARD No. 62

HAND FINISHING TOOL said to be the first abrasive belt radii finishing hand tool, weighs slightly more than 1 pound without the small air grinder motor and is capable of producing approx. 4000 surface feet per minute, driven by an air motor running at 17,000 R.P.M. De-burring, polishing, spot sanding and many uses are attributed to this equipment. For details write Peterson Tool & Mfg. Co., Box 513, Okemos, Mich. or

Circle BUYERS SERVICE CARD No. 63

LUMBER PACKAGING SEALER recently placed on the market is recommended for packaging lumber, plywood and numerous other construction products. Named the C11 Sealer, it produces a sealed joint with a reverse notch so that there is no chance of scratching the top surface of the package. For details write Acme Steel Co., 135th & Perry Ave., Chicago 27, Ill. or

Circle BUYERS SERVICE CARD No. 64

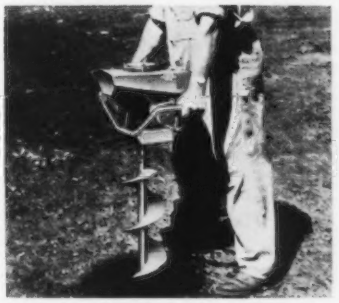


EXTENSION DRILL KITS for wood, steel, concrete or masonry. Drills can be extended to any desired length with extension sets according to the manufacturer, by fastening directly to pipe or threaded rod. Kits available in roll-up plastic cases consisting of 18 pieces or in smaller units. Set illustrated contains D-driver; D-holder, 1"-7/8"-5/8" bits in plastic case. For details write Time Saver Tools, Inc., 27 E. Park Ave., Mundelein, Ill. or

Circle BUYERS SERVICE CARD No. 65

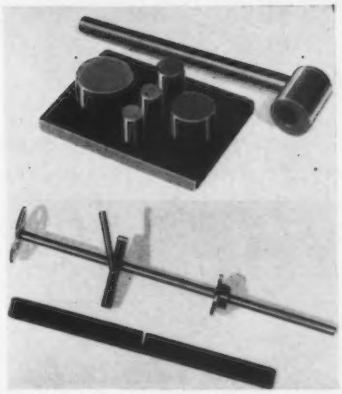
TOOL KIT containing demountable precision diamond wheel and magnetic chuck plus all accessories for quickly and easily finish grinding carbide cutting tools to provide finer finishes, sharper cutting edges, increased tool life and faster cutting, according to the manufacturer. Tool is adaptable to all 6" carbide tool grinders. For details write Penn Scientific Products Co., Abington, Pa. or

Circle BUYERS SERVICE CARD No. 66



POWER EARTH DRILL which is said to drill an 8" hole, two and a half feet deep and deeper with available extensions. Powered by a 2-1/2 h.p. Clinton air-cooled engine, with an automatic rewind starter, the drill is built for heavy duty. The drill, less bit weigh 29 lbs and is portable. For details write General Equipment Co., Owatonna, Minn. or

Circle BUYERS SERVICE CARD No. 67

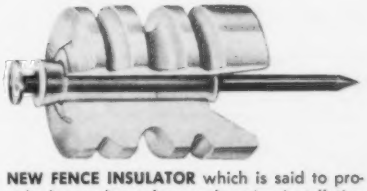


METAL FORMING TOOLS for the beginner or serious craftsmen is available in a kit which consists of a flat metal bender with four fixed mandrils for controlled bending and a spiral twisting device which provides a method for locating and controlling the length and degree of twist anywhere on the metal bar. The bender and twister are designed to form curved designs out of metal 1/16 to 3/32" thick and from 1/4 to 1/2" wide. For details write Chas. W. Barnes Co., 31630 Lake Road, Bay Village, Ohio or

Circle BUYERS SERVICE CARD No. 68

AUTOMATIC GATE CLOSER said to be a simple, durable, rustproof closer for use on any chain link fence. Maker offers lifetime guarantee. Installation requires only one minute's work with a wrench and hammer. Clamp straddles hinge post and arms slip on road with contours fitting hinge and gate post. Gate can be opened in either direction and spring-forced arms automatically close gate. 3 Sizes offered fit all metal gates. For details write the Delbar Co., 1125 Marine, Boulder, Colorado or

Circle BUYERS SERVICE CARD No. 61



NEW FENCE INSULATOR which is said to provide less voltage loss and easier installation for electric fence users. Named "Poly-Nob", the new insulator combines the high insulation values of both electrical porcelain and polyethylene. The maker states that this promises to be a very important product for electric fence users. Specially designed, the knobs are turned down so that grooves have sharp edges to speed drainage. For details write Porcelain Products Co., Carey, Ohio or

Circle BUYERS SERVICE CARD No. 69

INFORMATION

NOTICES OF IMPORTANCE TO THE TRADE

SEND YOUR NEWS ITEM TO THE News Notices Editor . . . for publication.

Waterproof packaging of Fir uppers by Georgia-Pacific Corporation may spell new era for lumber retailers. This set-up shows how packages lend themselves to merchandising and storage. Dust, moisture and handling will no longer be a problem and inventory is greatly simplified.

Waterproofed Packaged Lumber

Ever buy honest-to-goodness lumber in the supermarket? No? Well that day isn't far off. One west coast lumber concern is now packaging fir finish lumber (that's high grade Douglas Fir) in water proof packages so that you can walk into your lumber dealer's and pull what you need right off the shelf. The packages have descriptive labels so that you can pick out what you want without being an expert in wood.

Procrastinators will appreciate another advantage of packaging in that it may be stored for any length of time, under any circumstances, and the lumber will still be clean and unmarred when he gets around to using it. Packaged lumber is also easier to handle and to transport from yard to home.

Water-proofing of the package is another real advantage. The lumber can remain outdoors—even in the rain—and not be affected.

Items—Short and Pertinent . . .

According to Al Rinderknecht of Sears Roebuck and Company of Cedar Rapids, Iowa, 402-2nd. Ave. S.E., the chain link business was so successful in 1958 that their inventory for this year is up 30%.

The employees of the Hagan Fence Co., Beaumont, Texas recently participated in a year-end bonus exceeding $10,000 according to James Hagan and W. B. Kemp, partners in the firm. Employees in four cities, including wholesale and manufacturing personnel in Beaumont, Texas; Baton Rouge, Shreveport, and Lake Charles, La., and Jackson, Miss., were among those participating in company bonuses.

We have just learned that George King, a well thought of old timer in the fence business, passed away at his home in Waukegan, Illinois, recently. George was manager of the New York office of Cyclone Fence for many years, and early in 1944 joined the Pittsburgh Steel Company as sales manager of the chain link fence department.

Association Formed In Mobile

Formation of a new Association, Mobile Fence Builders Association, Mobile, Ala., was recently announced by Homer L. Dyess, of the Hagen Fence Company, who was elected president.

The purposes of the association is stated as for the general betterment of the fence business in Mobile. Pledges to build better fences and to use only quality materials were given at the first meeting, and ideas for the promotion of the fence industry were planned.

Others elected as Directors of the association are: Jack W. Thomas, Amco Mobile Fence Co., (Sec-Tres.); Herman L. Johnson, Allied Fence Co.,; Henry Hall, National Fence Co.,; Frank Manley, Sears, Roebuck & Co.,; and W. B. McMillan, McMillan Mfg. Co.

Solano Brand Cedar Promotes . . .

Lumber & Builders Supply Co., Solano Beach, Calif., manufacturers of Solano Brand Cedar Products, pre-cut fencing and paneling and siding and operating one of the large mills in southern California is planning an extensive promotional campaign. Armstrong, Fenton and Vinson, San Diego advertising agency has been appointed to handle their advertising and public relations program, according to H. G. Larrick, Sr., president of the firm.

Window Firm in Fences . . .

Williams Window Co., 1509 Colorado St., Salem, Va., manufacturers and distributors of venetian blinds, storm windows, doors etc., have recently entered into the fence business, according to R. E. Williams, president of the firm.

The firm invites suppliers of fence materials and fittings to submit catalogs, brochures and other data which may assist them in formulating and aiding their operation.

Pool — Rink — Stadium Unit

The Skrainka Construction Co., 7173 Delmar Blvd., St. Louis 5, Mo., has a patent on a swimming pool which doubles as a skating rink and exhibition floor. Fence firms active in the swim pool field may find this item of construction to be of considerable interest.

The unit is recommended by Skrainka for municipalities, country clubs, colleges and others that are seeking a way to incorporate a number of recreational activities into a limited area. The firm has available drawings and other data for those who may be interested. Requests should be addressed to R. Nick Skrainka.

Saginaw Fence Established . . .

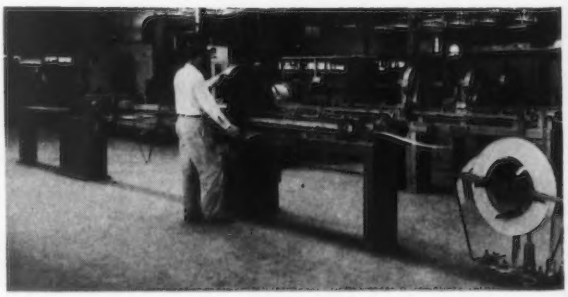
Saginaw Fence Co., 518 Gratiot St., Saginaw, Michigan, a new business, has recently been incorporated for the sale, installation and construction of metal fences and allied products. Articles filed name six incorporators, namely: Joseph G. and Julia K. Marko; George T. Marko; Karla Ann Marko; Betsy R. Marko and William A. Settle.

Items On Connors Steel Division

THE APPOINTMENT of Joseph H. Girdler as manager of the West Virginia Works, Connors Steel Division, H. K. Porter Co. Inc. The plant is located in Huntington, W. Va. Mr. Girdler succeeds Astor L. Thurman who plans to re-enter the steel mill engineering field. The Connors division manufactures numerous products for the fence and highway field.

THE EXPANSION of the Connors Works in Birmingham, Alabama for new and increased steel making facilities was announced recently by B. C. Blake, division v.p. and general manager. Modernization will cost approximately a half-million dollars.

One picket a second produced on machine being franchised to dealers — erectors.



The automatic equipment pictured here heralds a new approach to the fencing segment of the building specialty industry.

The All-Products Company, of Mineral Wells, Texas applied four years of research into design and development to produce their fence product *Panel-Vent*.

The company states that an exceptional opportunity lies in the unique method of distribution centered around the automatic picket machine illustrated here.

This machine converts enameled coil strips into pickets at the rate of one per second, and when set for a prescribed quantity, it completes the fence order and shuts off automatically.

All-Products Co. franchises other firms as manufacturers and the equipment shown is available in certain areas.

Items On U.S. Steel Divisions

THE APPOINTMENT of Stuart W. Goodenough as manager of Chicago district sales for the American Steel & Wire Division was recently announced by B. M. Ashbaucher, newly appointed western area manager of sales.

CYCLONE FENCE reports an important development in the design of stainless steel wire conveyor belts, engineered at U.S. Steel's Cyclone fence plant in Oakland, California.

THE APPOINTMENT of James G. Morrison as sale's manager of National Tube, central area, with offices in Chicago. Mr. Morrison, succeeds Louis W. Mason, who has been named sales manager, eastern area, with headquarters in New York. Mr. Morrison will supervise National's Tubes offices is Chicago, Pittsburgh, Detroit and St. Louis.

THE RETIREMENT of veteran sales executive Clarence T. Gilchrist, manager of sales, western area, with American Steel & Wire Division 51 years. Succeeding him will be B. M. Ashbaucher, former manager of Chicago district sales.

MAJOR REPLACEMENT, modernization and expansion program in effect. Construction includes mills to increase tonnage and production capacity, most divisions. This includes five new spheroidizing furnaces at the American Steel & Wire Division's plant at Waukegan, Illinois, where the new units have increased capacity 75%. The furnaces are each capable of producing 1650° heat for the annealing of wire.

Crest Fence Established . . .

The newly established Crest Fence Co., 2200 S. Valentia St., Denver, Colorado, has appointed Joseph Gross as purchasing agent and C. C. Buckbee as director of industrial sales, according to William J. Carlile president of the new company, and former v.p. of Elcar Fence & Supply Co.

Mr. Carlile has been in the fence business more than 22 years and Messr's Gross and Buckbee have 12 and 15 years experience in this field, respectively.

The firm has engaged, Welch, McKenna, Inc., Denver advertising and public relations consultants, to organize its promotional program. Crest's trade territory will be expanded to include all of Colorado, Wyoming and western Nebraska.

U.S. Soviet Exhibit To Be Fenced

The exchange agreement between the United States and the U.S.S.R. includes a reciprocal exchange of expositions (or exhibitions) relating to science, technology and culture to take place during the summer of 1959.

The United States exhibit will be in operation from July 4th through August 15, 1959, at Sokolniki Park, Moscow, or if construction is delayed, opening is scheduled not later than August 2nd.

In this connection, both parties to the agreement have agreed to install and fence the exhibits in order that entrance and exit facilities may be maintained to facilitate traffic control and admissions.

Leggy Chez-Paree Adorables will entertain Conventioneers and guests to NERSICA show

NERSICA show will also highlight Jerry Lewis and top-flight talent

America's only *all-industry* show in the home improvement field will open its doors to manufacturers, contractors and dealers when NERSICA presents the 1959 National Home Improvement Show at Chicago's Hotel Sheridan, Sunday, Monday, Tuesday, February 22, 23, 24, 1959.

The show, highlight of the 17th Annual Convention of NERSICA—the National Established Repair, Service and Improvement Contractors Association—will present current and new products and equipment from manufacturers representing a cross-section of the home improvement industry. About 150 manufacturers have set up nearly 300 individual exhibits in over 70 product classifications. These classifications cover a complete panorama of the home improvement field, from accoustical materials to weatherstripping and Fiberglas stone.

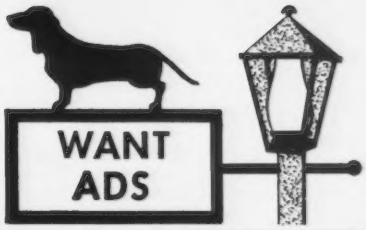
According to NERSICA, the size and scope of this year's show and exposition will dramatically herald the amazing growth of the home improvement market—within the collective reach of the rapidly skyrocketing home maintenance and modernization industry.

Items — Short and Pertinent . . .

Thomas G. Lewis, 85 Highland Ave., Poland, Ohio has been appointed Purchasing Agent for the Youngstown Sheet & Tube Co., with headquarters in the general offices at Boardman. At the same time, William B. Seeman, 2555 Skywae Drive, Youngstown, was advanced to the position of group leader, buyer.

The first public stock offering of the First Lumber Corporation, 1510 Jericho Turnpike, New Hyde Park, N.Y. has been reported as fully subscribed. A check for $300,000 marking the first public sale of stock in the corporation was recently delivered to Frank Malina, president and director of the firm by Singer, Bean and Mackie, Wall Street underwriters.

Pacific Neocraft Corp., sole owner of Comfort Products Co., 840 N. Broadway, Escondido, Calif., has decided to discontinue the name of Comfort Products and in the future all business will be transacted under the name of Pacific Neocraft according to Robert Serr, Pres.



— PAYABLE IN ADVANCE —
CLASSIFIED Advertising Rates: $1.00 per line. Count 6 words to the line. Payment must accompany order.

FOR SALE . . . two chain link wire weaving machines. These machines are in new condition and guaranteed perfect. Also supervision available for complete galvanizing if needed. For details write Box JA-59-2.

FOR SALE . . . small, well equipped aluminum sand casting foundry. Geared for high production of fence fittings. Reasonably priced. For details write Box FM-59-1.

FOR SALE . . . northern white cedar posts and poles. Plain, select, lathe turned, sawed. White cedar lumber, panels, R.R. ties, blocks, etc. Custom designed cedar fencing and allied products made to your specs. Send sketch, quantity and full details for estimate on reliable materials, workmanship and service by Norcraft. To dealers only. The Mac Gillis & Gibbs Co., 4278 N. Teutonia Ave., Milwaukee 9, Wis.

MANUFACTURERS AGENTS WANTED . . . to sell our quality signs used by erectors to advertise on their installations. For details write Box JA-59-4.

WANTED TO BUY . . . chain link wire weaving machine. Please describe the condition of the machine, the work it will do and the price wanted. Write Box FM-59-2.

BUY IT—SELL IT—TRADE IT—THROUGH A FENCE INDUSTRY CLASSIFIED AD

Hercules Makes "Kid" Autos

The Hercules Fence & Supply Co., 319 W. Eight Mile Road, Detroit, Michigan, branched out last year into a new venture entirely distant from its normal business of fences, gates and clothes poles.

Harvey Ross, president of the firm, was attracted last year to a power driven "kiddy-car" and then and there decided that his firm could build a fine safe vehicle for youngsters.

After revamping the gate division at Hercules plant, plus considerable experimenting, the firm is now producing a "Kid-O-Kar" powered by a 2½ hp gasoline engine, which is 6' long and can attain a speed of 8 mph. Many safety features are included.

Designed for children between 6 and 11 years of age, it is slated to sell for approximately $139. Ross stated that their new product has in no way slowed up the production of their fence lines at the Detroit plant.

CHANGED YOUR ADDRESS LATELY!

We have recently been notified by the P.O. and other sources concerning the changes of address of the firms listed on this page. If you deal with any of these companies it may be convenient for you to note the corrected addresses listed here.

ALLIED CHAIN LINK FENCE CO., 1871 Telegraph Rd., Mobile, Ala., from Pritchard.
DAVIS WELDING SERVICE, Route 2, Box 40, Sylacauga, Ala.
GLOBE FENCE & IMPROVEMENT CO., 2518 Mission Ave., Phoenix, Ariz., from Joplin, Mo.
MILLER VALLEY BUILDERS & SUPPLY CO., Rival Station, Prescott, Ariz.
CONTINENTAL LUMBER CO., Box 429, Safford, Ariz., from Medford, Ore.
RELIABLE SUPPLY CO., 740 E. 111th Place, Los Angeles 59, Calif.
SWENSON MFG. CO., 9459 Washburn Crossing Rd., Downey, Calif., from Los Angeles.
ORNAMENTAL IRON SHEET METAL WORKS, 523 Forest, Laguna Beach, Calif.
SACRAMENTO FENCE CO., 4431 Whitney Ave., Sacramento 21, Calif.
VICTORIA MACHINE SHOP, 40 Duffy Place, San Rafael, Calif.
JAMES C. COMSTOCK, Route 179, North Canton, Conn. from West Hartford.
ANCHOR POST PRODCTS, Route 5, South Windsor, Conn., from Hartford.
TORNADO, INC., 131 W. 35th St., Hialeah, Fla., from Miami.
K. & L. IRON WORKS, INC., Box 2016, Pompano Beach, Fla., from Dania.
LA HAYNE BUILDERS PRODUCTS CO., Box 7006 Tampa 3, Fla.
REEVES FENCES, INC., P.O. Box 1968, Tampa 1, Fla.
HURRICANE FENCE CO. OF ATHENS, Jefferson River Road, Athens, Ga.
F. A. SMITH CO., — AAA FENCE & SUPPLY, 2201 Abbey Lane, N.E., Atlanta, Ga., from Chamblee.
SECURITY FENCE CO., of AUGUSTA, INC., P.O. Box P-96, Augusta, Ga.
DELTA FENCE CO., 3039 Victory Drive, P.O. Box 1371, Columbus, Ga.
MCCASLIN LUMBER CO., P.O. Box 500, Burley, Idaho.
A B C IRON & WIRE WORKS, 455 N. Union Ave., Chicago 22, Ill.
CLONICK STEEL CO., 5801 S. Lowe, Chicago 21, Ill.
EDWARD HINES LUMBER CO., (General Office) 200 S. Michigan Ave., Chicago 2, Ill.
A B C LUMBER & MILLWORK CO., Box 698, Anderson, Ind.
FORD FENCE CO. INC., 106 W. Monroe St., South Bend 1, Ind.
CYCLONE FENCE DEPT., 611 Kahl Bldg., Davenport, Iowa, from Galesburg, Ill.
BOND BROTHERS, 700 Francis Bldg., Louisville 2, Ky.
BESZBORN ORNAMENTAL IRON WORKS, 1683 Madison, Baton Rouge, La.
STAHL FENCE & SUPPLY CO., 13242 E. 8 Mile Rd., Detroit 5, Mich.
CY JORDAN, 625 Charlevoix Ave., Petoskey, Mich., from Indianapolis, Ind.
VALLEY CANVAS CO., 101 Lee St., P.O. Box 314, Saginaw, Mich.
INDEPENDENT RETAIL LUMBER DEALERS ASSOC., 2901 Pleasant Ave., Minneapolis 8, Minn.
KOOL-VENT METAL AWNING CO. of MISS., P.O. Box 533, Biloxi, Miss.
CLIFF WHITE CO., 6310 E. Raytown Rd., Kansas City 33, Mo.
L. J. Kent, P. O. Box 135, Springfield, Mo.
CF&I CORP., REALOCK FENCE DIV., 4811 N. 24th St., Omaha 10, Neb., from Lincoln.
HAMMONTON WELDING WORKS, 444 S. Egg Harbor Rd., Hammonton, N. J.
ATLAS ORNAMENTAL IRON WORKS, 1053 Walden, Buffalo 11, N. Y.
ROYAL GUARD FENCE CO., INC., 2290 Jericho Turnpike, Garden City Park, N. Y.
AMERICAN RAILING CO., 170 Babylon Turnpike, Roosevelt, N. Y.
EDMUND CARNEY, 744 Highview Ave., Westbury, N.Y.
IGOE BROS. INC., 50-25 72nd St., Woodside 77, N.Y.
H. J. HECHLER FENCE CO., 116 Chestnut Place, Arden, N.C., from Cincinnati, Ohio.
MILLER-WEST CO., P.O. Box 463, Burlington, N.C.
ALLIED FENCE CO., Box 10311, Charlotte, N. C., from Greenville, S. C.
CYCLONE FENCE DEPT., Box 11337, Raleigh, N.C.
ALUMINUM FENCE CO., 1101 E. 152nd St., Cleveland 10, Ohio
AMCO STEEL FENCE CO., 3161 E. 80th St., Cleveland 4, Ohio
F. H. DUNK ASSOCIATES, 1600 Fall St., Cleveland 13, Ohio.
KOOLVENT AWNING of DAYTON, 312 Pointview, Dayton 5, Ohio.
FLOUR CITY ORNAMENTAL IRON WORKS, North Royalton 33, Ohio, from Cleveland.
OHIO & MICHIGAN CO., 4921 Monroe, Toledo 13, Ohio.
IRON CITY TOOL WORKS, Box 791, Warren, Ohio, from Pittsburgh, Pa.
S.S.S. FENCE CO., 421 S. West Ave., Bethany, Okla., from Oklahoma City.
MERLE ALLEN SUPPLY CO., Box 287, Enid, Okla.
ALLIED FENCE CO., Box 602, Oklahoma City 1, Okla.
SHAWNEE CHAIN LINK FENCE CO., Box 2057 Shawnee, Oklahoma.
ALLIED FENCE CO. INC., Box 6156, Tulsa, Okla.
METAL CONSTR. & FABRICATION CO., 1523 N. Delaware, Philadelphia 25, Pa.
LEGG WHOLESALE FENCE & PIPE CO., P.O. Box 1091, Harrisburg, Pa.
EIGHTH AVE. ORNAMENTAL IRON CO., 2618 Franklin Road, Nashville 4, Tenn.
BIG STATE FENCE CO., P.O. Box 224, Arlington, Texas.
APEX FENCE & WIRE CO., 2617 Fowler, Dallas 16, Texas.
TEMPLE FENCE CO., 3838 Valley Ridge Road, Dallas 20, Texas.
TRIPULAS BLDG. SPECIALTIES, 106 Houston St., Wharton, Texas.
ROELRIDGE CEDAR FENCE CO., Lyndonville, Vermont, from East Burke.
UNIVERSITY IRON WORKS, 954 N. 93rd St., SEATTLE 3, Wash.
CYCLONE FENCE DEPT., Box 162, Charleston, W. Va.
SIGVALD RASMUSSEN, 3500 N. Green Bay Road, Racine, Wisconsin.

— LATE CHANGES —

WARD C. YOCKS, 1036 Lincoln, San Diego 3, Calif.
EMPIRE WELDING WORKS, 4541 E. 20th, Tucson, Ariz., from Colorado Springs, Colo.
CF&I CORP., REALOCK FENCE DIV., Box 4114, New Orleans 18, La.
ALLEN'S ORNAMENTAL IRON, Route 2, Obion, Tenn., from Poplar Bluff, Mo.
ROY G. GILL CO., 2994 Warford Rd., Memphis 8, Tenn. GREER & THOMAS LUMBER CO., 522 No. 85, Seattle 3, Wash.

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IT'S TERRIFIC!
The "PRE-TIED" Fence Tie

Save Money and speed up those chain link installations with our engineered virgin aluminum "Pre-Tied" fence tie. Nothing else like it anywhere!

The One And Only "Pre-Tied" Tie!
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Phone OLIVER 9-3441 for fast action.
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THE PRETIED TIE COMPANY
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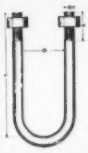

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GALVANIZED STEEL
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Hand-Split WESTERN RED CEDAR
- Pickets 4' — 5' — 6' Lengths
- Royal Boards — Random Width
- Posts & Rails

Natural Beauty and Durability
— No Staining Required
PROMPT C/L SHIPMENTS
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COMPLETE SUPPLIES
and EQUIPMENT for
the RUSTIC FENCE maker
AUGER BITS
PICKET POINTERS
POST AND RAIL PEELERS
POINTING AND DOWEL HEADS
GATE HARDWARE AND FITTINGS
You can depend on Runkles' for
the best products and prompt service.
W. G. RUNKLES'
MACHINERY COMPANY
185 Oakland St. Trenton 8, N. J.

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INCREASE YOUR PROFITS
WITH DUBOIS WOOD FENCES!
- Assured Supply Throughout Year
- Full Line is Penta-Protected
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DUBOIS® FENCE Co., Inc. Since 1901
342 Madison Ave., New York City
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FENCE INDUSTRY Buyer's Service Card, in this issue, (Page 32) can be used to secure information, catalogs, prices, etc., on all advertising and reader items keyed. As you find items of interest check the number appearing with the advice "Circle Buyer's Service Card." Just mail the postage prepaid card to FI. . . . or WRITE DIRECTLY TO ADVERTISERS.

Items On Locke Manufacturing Invites To Meetings Extended

AUTOMATIC WELDER added to the Locke Mfg. Co., Lodi, Ohio fabricator of ornamental wrought iron products production facilities. The new welding machine automatically controls weld quality, offering stronger, smoother and more rigid welds that increase wrought iron column load bearing capacities by 11% the firm reports. The welder eliminates necessity for finish grinding because there is no weld or flux spatter, they state.

ROUNDUP SALES MEETINGS on the road again. Locke's sales meetings are taken directly to the dealer. The meetings are planned to stimulate maximum dealer enthusiasm by presenting in an interesting and humorous manner the effective use of the sales tools and personal help that Locke makes available to each of them. Sales and ad promotions for use by the dealers are tied-in to these meetings.

According to Ed Kusel, president of Locke Manufacturing Company, the holding of a series of meetings rather than one big meeting has boosted attendance. The 1959 schedule of meetings is as follows: Tues. March 3rd—Penn Harris Hotel, Harrisburg, Pa. Thurs. March 5th —Hotel Onandago, Syracuse, N.Y. Fri. March 5th—Pick-Ohio Hotel, Youngstown, Ohio. Mon. March 9th—Sheraton Lincoln Hotel, Indianapolis, Ind. Weds. March 11th—Hotel Monterey, Janesville, Wis. Fri. March 13th—Hotel Olds, Lansing, Mich. Tues. March 17th—Neil House, Columbus, Ohio. Reservations may be made by contacting Howard Green, Sales Manager.

— A Letter To The Editor — About Fence Looms And Foundries

Sirs:

We were pleased to read the editorial in the January issue, particularly the references to the condition that Texas "Fencemen all have wire looms in their back yards". This could be expanded to say "they all have foundries out behind the wire looms". Many Texas fencemen actually have their own foundries and galvanizing plants.

We hope that the predictions in your editorial that the large producers may take steps to discourage this condition will not come true, because we think making fence fittings in our back yards is fun.

In our own case, we got our small aluminum foundry involved in the fence business several years ago when we cast a few aluminum gate ornaments for a local fence firm. Imagine our surprise when a prospective customer said "O.K. send us 5000 lions as soon as possible. We are now the largest manufacturer of cast aluminum lions in about 80,000 square miles of territory. But our lions have been widely copied by some of the best fence companies in the business.

H. B. Dieter
1402 E. 5th St.

D & H Foundry
Austin, Texas.

Well, Mr. Dieter, you are not going to get us into any controversy about the fine lions, cows, dogs, horses and birds and other items you make. (Good plug?) Keep them goin'.—ED.

DELBAR
Automatic GATE CLOSER
for chain link fences

Fast-moving!
Lifetime guarantee!
Business builder!

RETAIL PRICE
$3.95 to $5.00

CASH PRICES:
F.O.B. Boulder, Colo.
1-24 ..... $2.50
25-99 ..... 2.20
100-999 ..... 2.00
1000+ 1.80

SPECIFY POST & GATE FRAME SIZES
the DELBAR company
1125 MARINE, BOULDER, COLORADO
WRITE TODAY!

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SNOW FENCES
Prepare for winter snow. We manufacture wood snow fences made according to highway specifications.
PROMPT SHIPMENTS
Circular and Price List
on Request
Also available are all types
of ornamental wood fences.
LINCRAFT, Inc.
Broad & Tatham Sts. Burlington, N.J.

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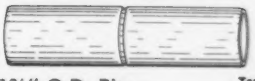
GALVANIZED DE LUXE
TOP-RAIL SLEEVES



for 1⅜" O.D. Pipe . . .
300/sack only 9½¢
for 1⅝" O.D. Pipe . . .
200/sack only 14½¢
Top Quality
Prompt Shipment
BELL FENCE CO. (Mfrs.)
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DEALERS:
SAVE ON SUPPLIES!
- LATERAL SCROLLS
- COLLARS
- HANDRAIL BRACKETS
- MASONRY DRILLS

AND MANY OTHER ITEMS
AT THE LOWEST
PRICES AVAILABLE
Send For Free Catalog
ORNAMENTAL IRON SUPPLY CORP.,
69 Kinkel St., Westbury, N. Y.

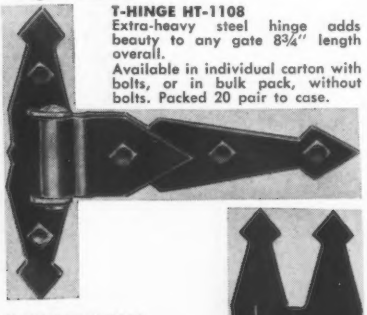
Or Circle BUYERS SERVICE CARD No. 39

—YOUR CHANGE OF ADDRESS IS IMPORTANT —To insure delivery of Fence Industry keep us posted prior to change of address PLEASE!

ARROWSMITH
ORNAMENTAL GATE HARDWARE

Arrowsmith's complete line of gate hardware provides the ultimate in property protection . . . features a new idea in gate latch-locks. All ornamental hardware is craftsman-made of heavy gauge steel with a new rust-resistant finish, and punched to take lag, carriage or machine bolts.

LATCH-LOCK GL-200
May be slide bolt locked or padlocked . . . for single-acting gates, swinging in or out, hinged on either left or right post . . . ornamental pull *always* outside; latching mechanism, *always* inside.
Available with extension thumb lever for gates up to 7" thick.
Connecting bolts on all hinges have hammered heads and washer face to prevent scratching during installation.



T-HINGE HT-1108
Extra-heavy steel hinge adds beauty to any gate 8¾" length overall.
Available in individual carton with bolts, or in bulk pack, without bolts. Packed 20 pair to case.

H-HINGE HH-3000
Beautiful steel hinge for gates with side rails which are too narrow for conventional strap hinges.
Available in individual carton with bolts, or in bulk pack, without bolts. Packed 20 pair to case.

Other types of hinges available.

FINISH: *Antique Black* three ply finish quality baked enamel over heavy cadmium plate base treated with a cronak solution dip.
Cadmium . . . all items available in cadmium finish at less cost than antique black. Prices on request.
FREIGHT: Full freight allowance on orders 500 lbs. or more east of the Mississippi river. Bulk rates available on request.

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5726 W. 96TH STREET
LOS ANGELES 45, CALIFORNIA

Or Circle BUYERS SERVICE CARD No. 43

LETTERS TO THE EDITOR

The editors of Fence Industry extend their apologies to all those subscribers whose letters do not appear in this column this month. Space limitations made it impossible to print all of the letters received. — If there is a specific problem or hard-to-find product — Send it to the LETTERS EDITOR for publication.

Sirs:

Can you tell us of any fence distributor such as we, who keep a perpetual inventory of fence and its component parts. We are contemplating the installation of a perpetual inventory system, but if anyone else in the industry has been using this method of keeping records, we would appreciate knowing what forms they use and any other information that would be of help to us.

H. C. Layne, Louisville Fence Co.
300 E. Southern Hts Av., Louisville, Ky.

Maybe one of our good readers will see this item and help you out. We have a lot of real helpful folks in this field.—ED.

Sirs:

We wrote to you last year and as a consequence were put in contact with a supplier of Michigan White Cedar and ordered a carload. However, it is a little too far to ship from Michigan. Now, in the November issue I read a story on the Texas fence market mentioning that in the Dallas area a wide variety of fencing is offered, including Texas Cedar. I would like very much to have a Texas manufacturer contact us so that we can order close-by and direct from the factory.

Phil Roman, All-State Fence Co.
Box 933, Hobbs, New Mexico

Phil! One of our fine "you all" subscribers in Texas will be seeing this and you are going to have a supplier. —ED.

Sirs:

I believe that I am the oldest fence man living. I started with the Cyclone Fence when they first started after getting patent on their weaving machines.

I am now almost 85 years of age. Am laid up due to an auto accident and your magazine affords me a lot of pleasure. We should have had this long ago.

Sidney L. Knowles
725-14th Ave. S., St. Petersburg, Fla.

Sid—a young fellow like you shouldn't drive so fast. The gang at FI *want you to get well fast so that you can cut in on some of those big local erecting jobs.*—ED.

Sirs:

We are seeking information on steel gates with wheels on end to avoid overhead rails. Will appreciate information on sources.

Farm & Town Lumber Yard,
Marshalltown, Ia

Sir:

Please advise name of manufacturers or suppliers of "redwood slats" that will slide into chain link fence making a private enclosure. I believe I have seen this advertised in FI.

W. W. Dillon, Allied C-L Fence Co.
PO Box 162 Asher, Little Rock, Ark.

The item you saw concerned Cyclone's product and it's called "Rustake". There's been quite a lot of interest engendered by that item appearing in FI *some time ago. The redwood slats should be furnished by some local or close by lumber wholesaler.*—ED.

Sirs:

We are in need of a supplier of Michigan cedar and we thought you might be able to help us. We are seeking wholesale dealers who can supply white cedar in sections, carload lots. We are subscriber and avid readers of FI and enjoy it very much.

J. Ransom, Tri-State Fence & Nursery
4000 W. 6th St. Amarillo, Texas.

Sirs:

For some years, in conjunction with our lumber and hardware operation, we have been manufacturing and installing redwood fences. We are now looking to expand this line and take on chain link. We have no idea on who to contact regarding purchase of materials and information on the installation of this product. If you could put us in touch with the proper sources in our area, it would be appreciated.

David R. Raff, Builders' Square,
5711 S. Sepulveda Culver City, Calif.

Brother, nail your door down. You are now in the chain link business. Our reader suppliers will be with you.—ED.

Sirs:

When I tell you what I think of your January issue, you will say that I am prejudiced. Well! So maybe I am. For I was practically present when it was born and it delights my heart to see how well the youngster is getting along.

I find it difficult to tell you in a few words the many good things I have noted. Let me say that you have surely hit your stride and that in my prejudiced opinion, no one in the fence industry should be without FI.

"Will" Murray, Murray Fence Co.
1677 Washington Rd.,
Pittsburgh 28, Pa.

Thanks "Will"! We like your letters too and can't resist printing them. We think everybody in the field is getting FI. *We may be missing a few here and there, but not many.*—ED.

Sirs:

Your publication is just what we have been looking for these many years. Tho my shop is primarily ornamental iron, we are now erecting all types of fences, gates, etc. Here's my subscription and we'll be looking forward to the next issue.

Robert A. White, White's Iron Art
1883 Tehama Ave., Oroville, Calif.

Well Sir! We are glad to have you with us.—ED.

THE APRIL ISSUE will contain many interesting and revealing letters . . . scads of advertising and new and interesting articles about the FENCE INDUSTRY

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For more details concerning HAYNES Post Hole Diggers see also Page 7.

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ESTABLISHED 1910

PATIO WEAVE
4′-5′-6′ Heights

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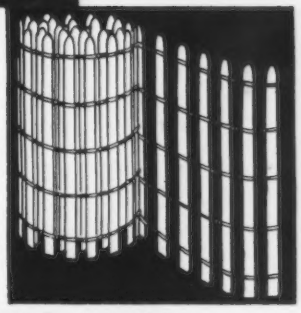

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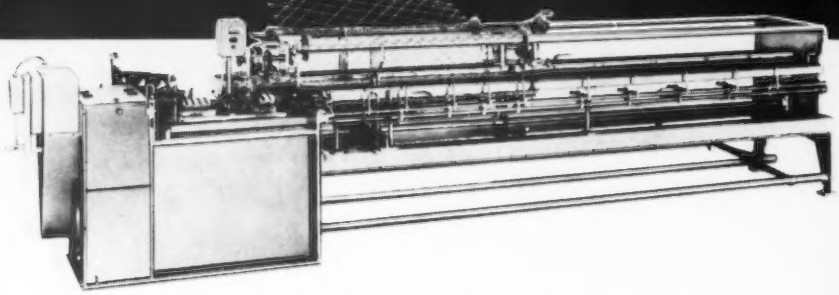

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